

FIG. 1A

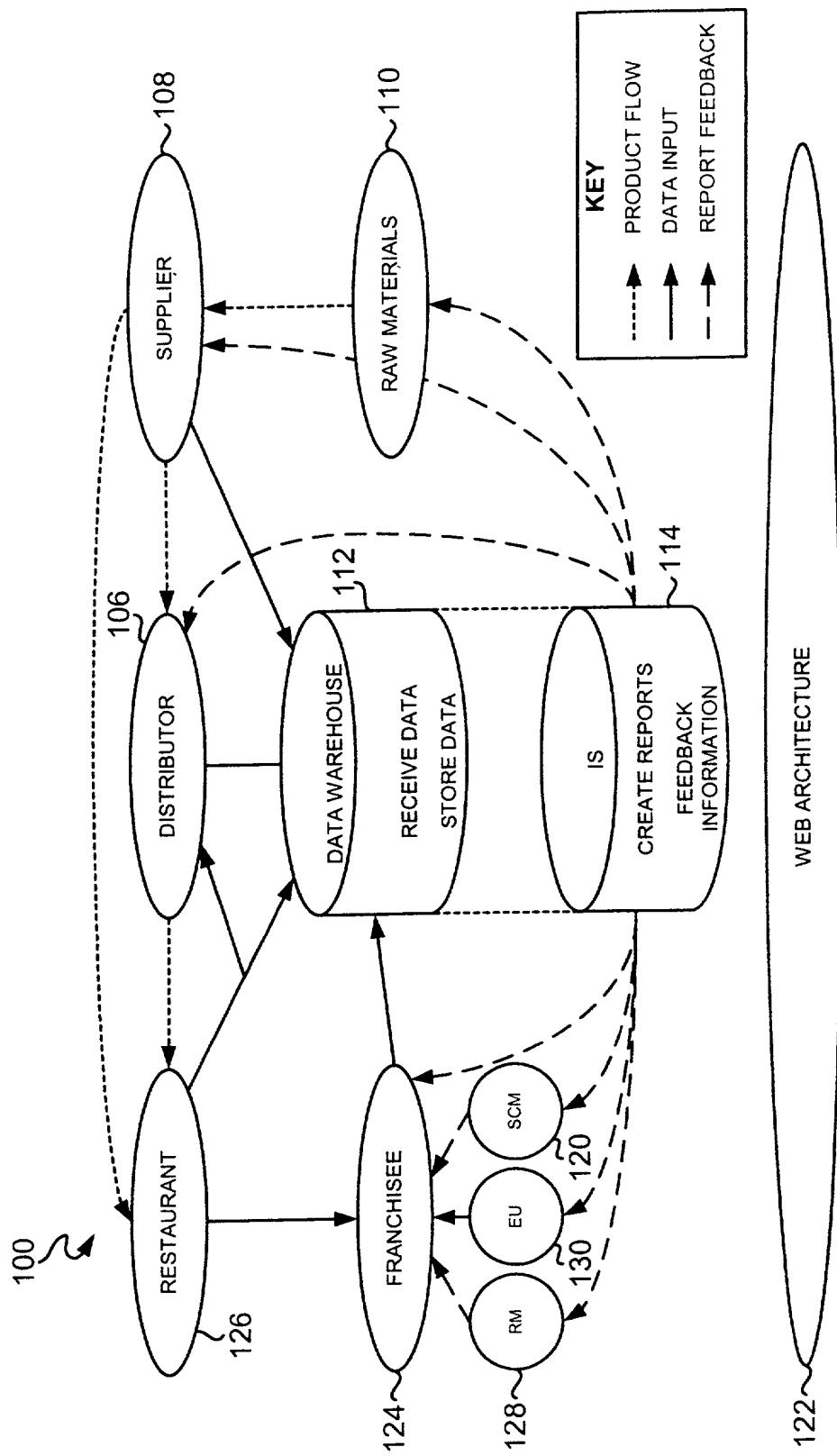


FIG. 1B

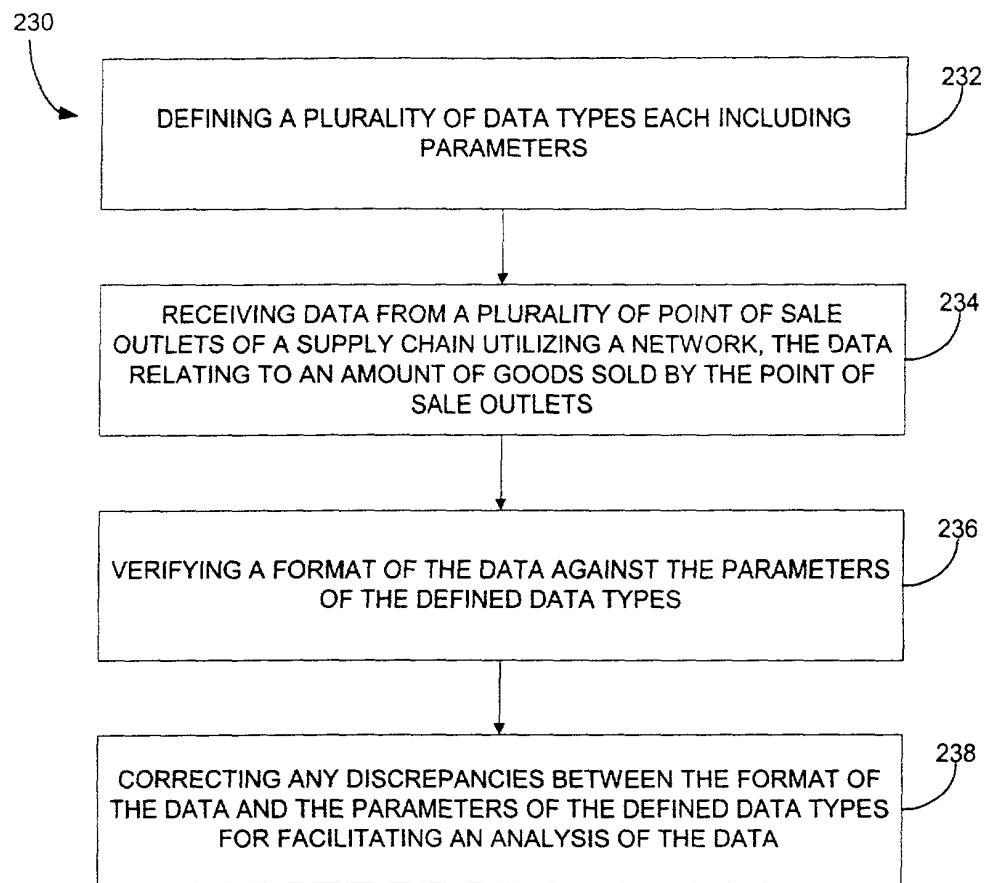


FIG. 2

100 200 300 400 500 600 700 800 900 1000

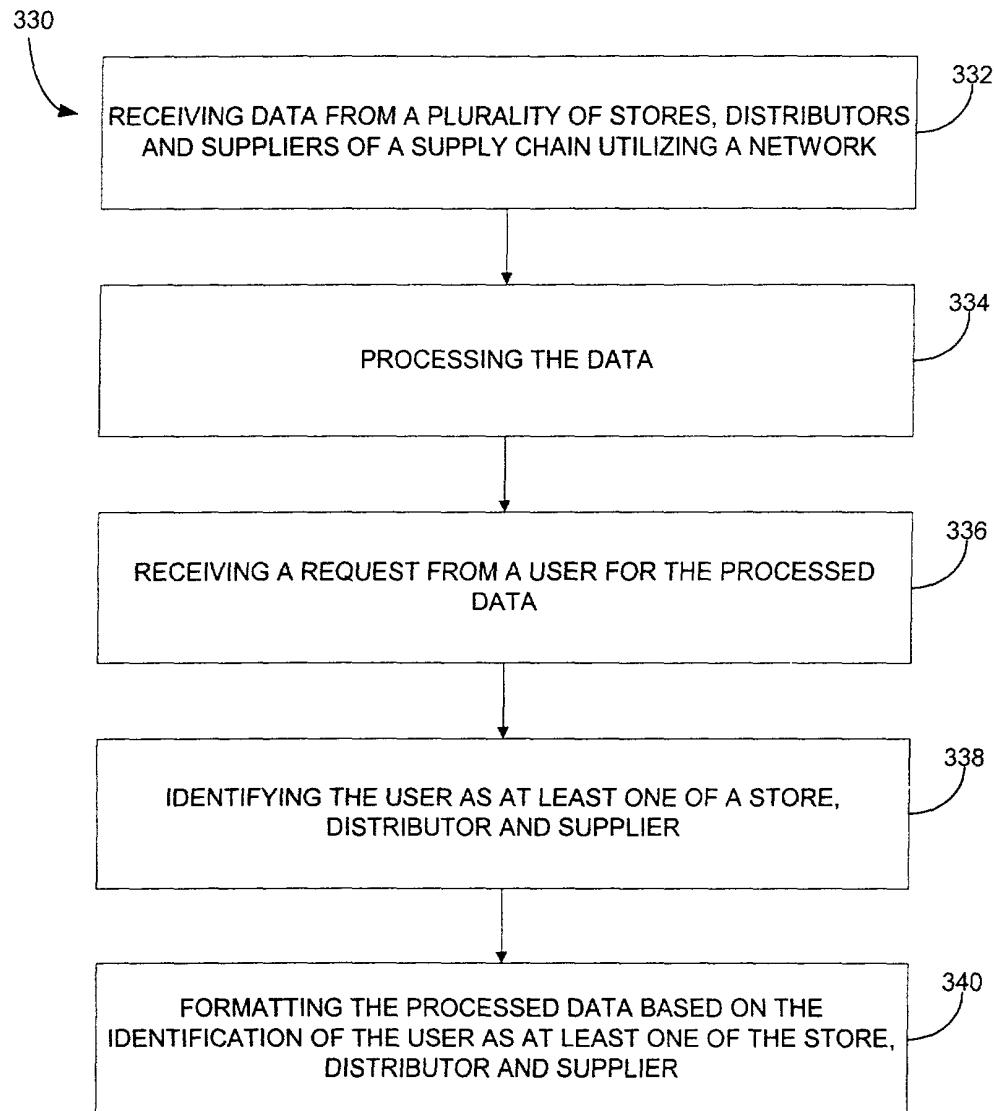


FIG. 3

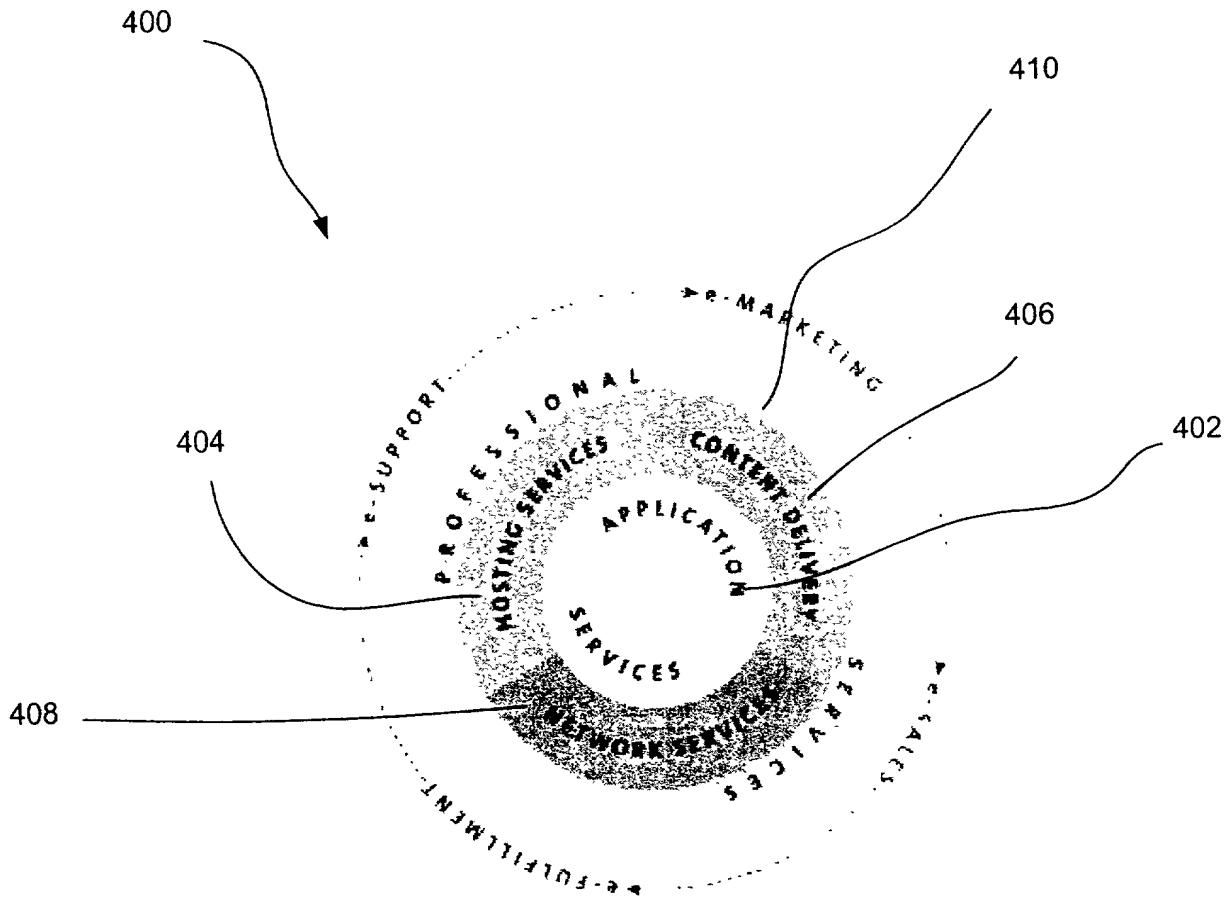


Fig. 4

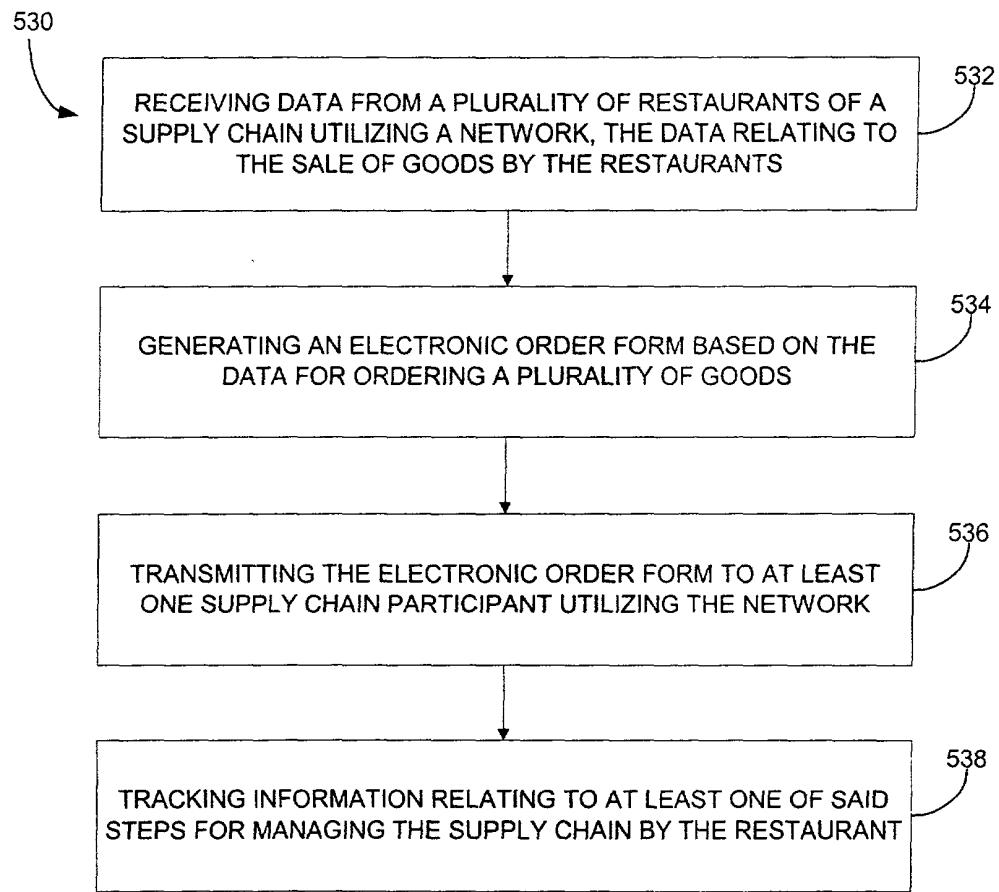


FIG. 5

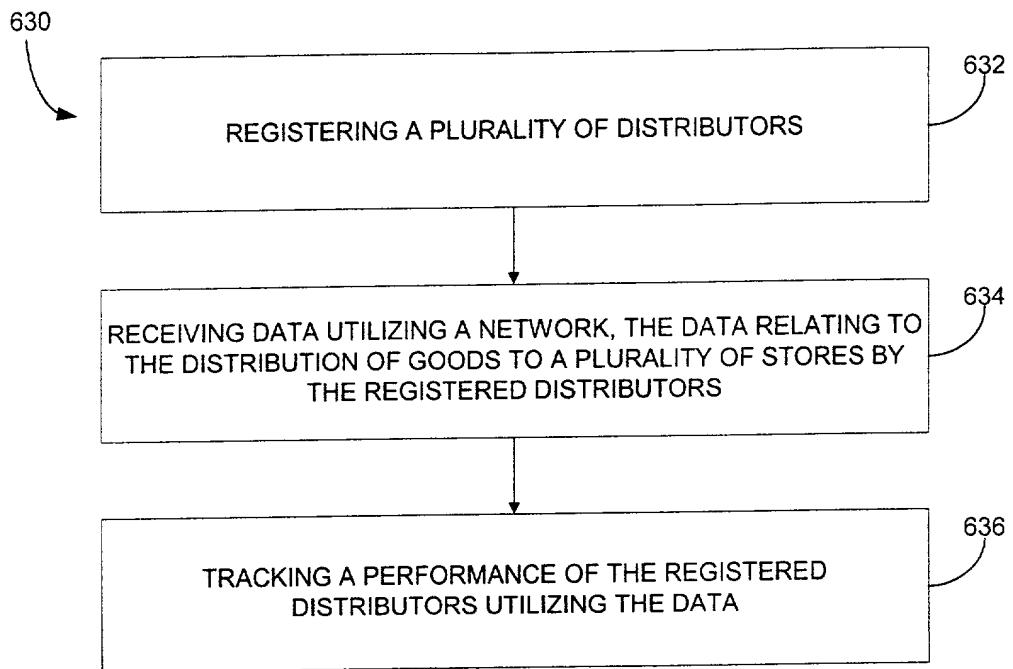


FIG. 6

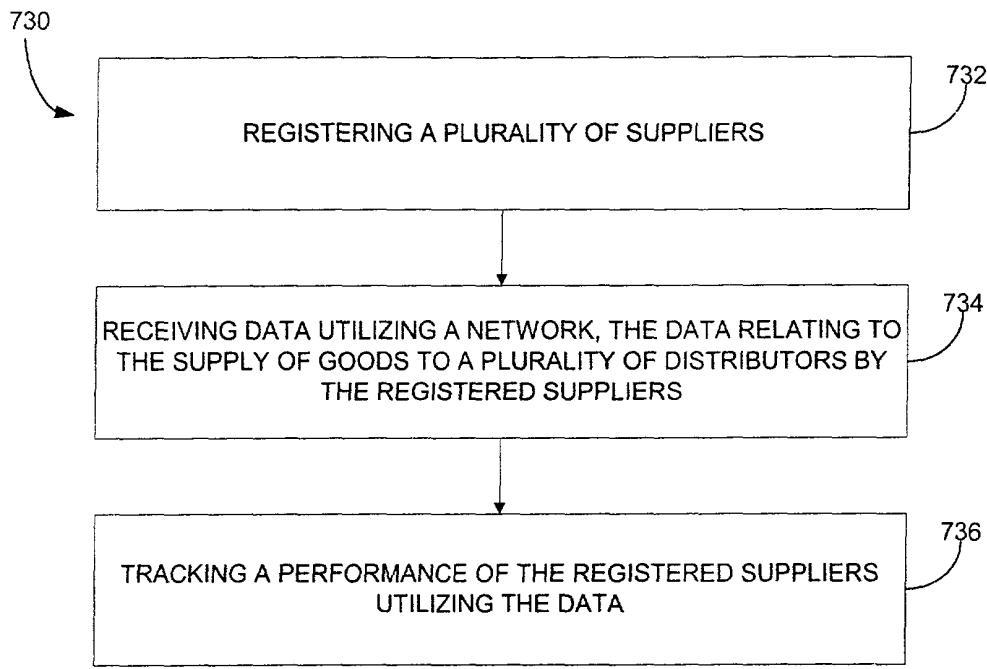


FIG. 7

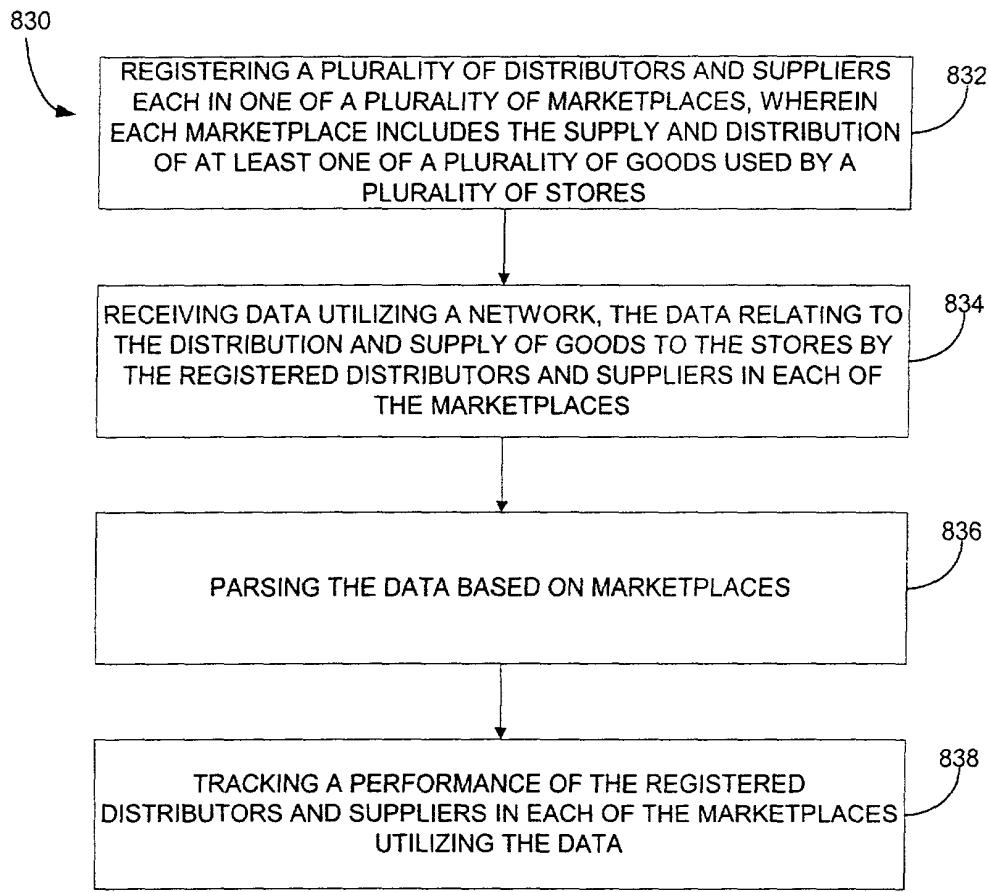


FIG. 8

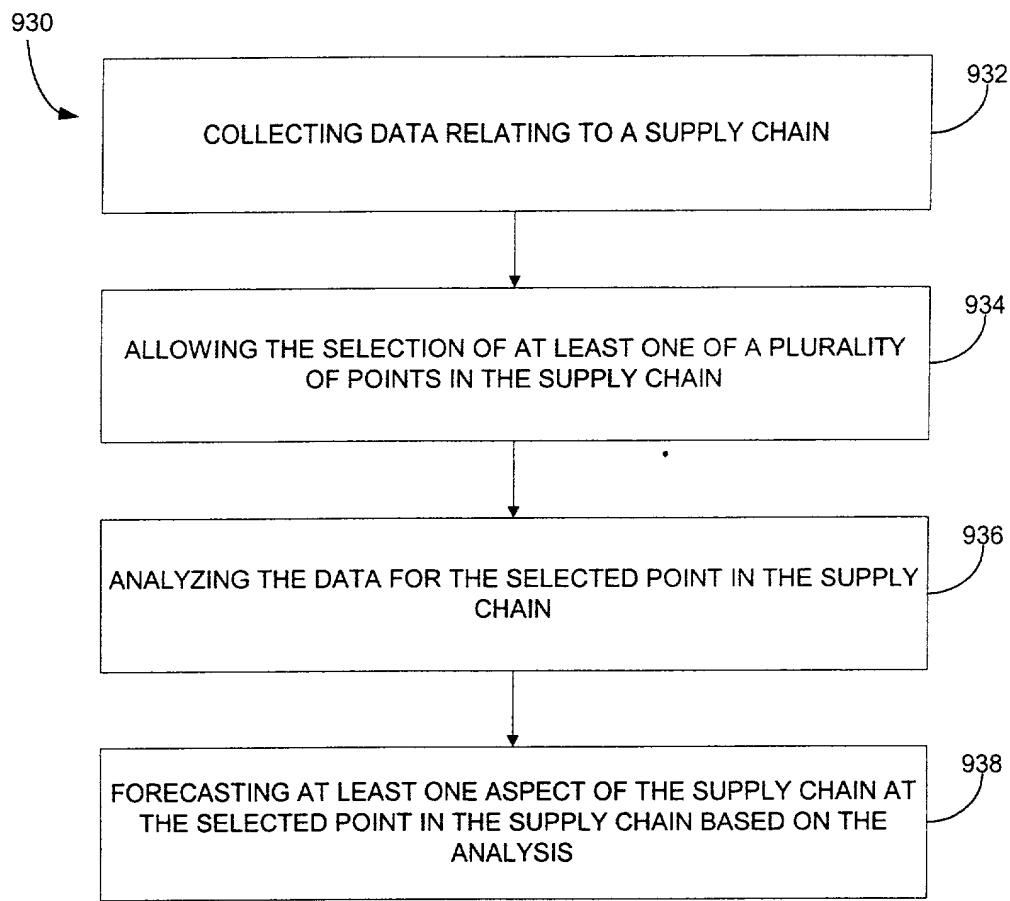


FIG. 9

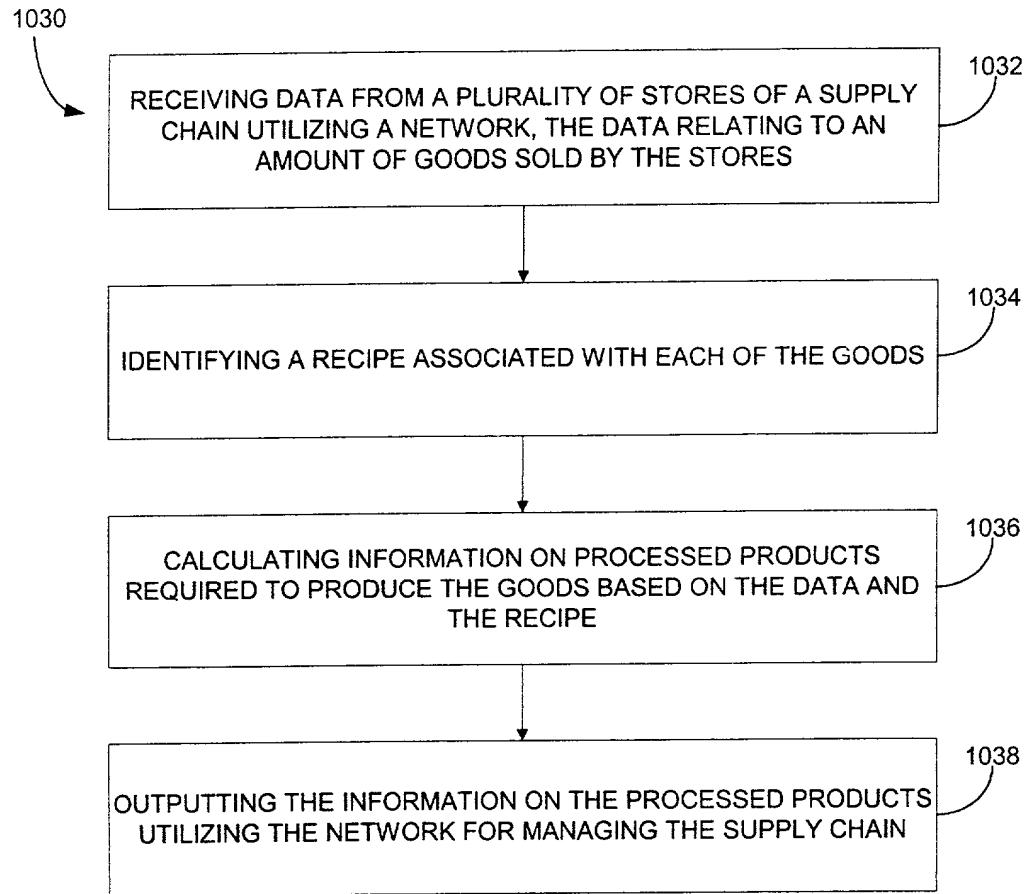


FIG. 10

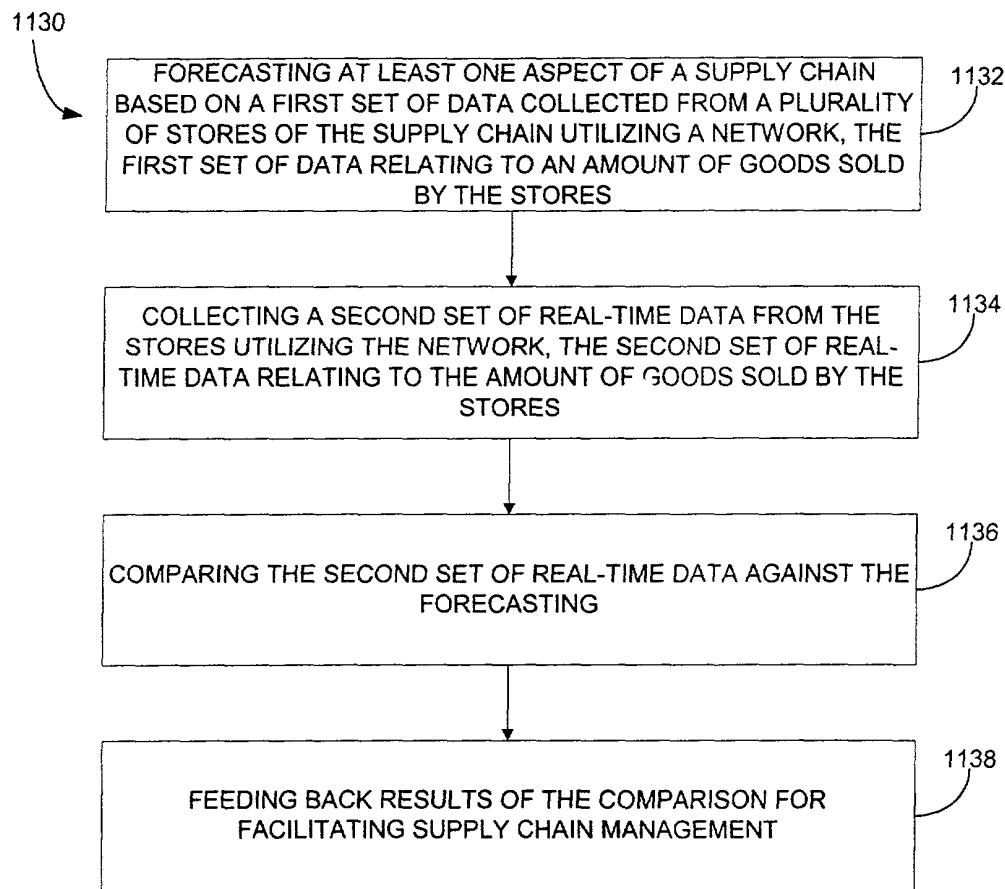


FIG. 11

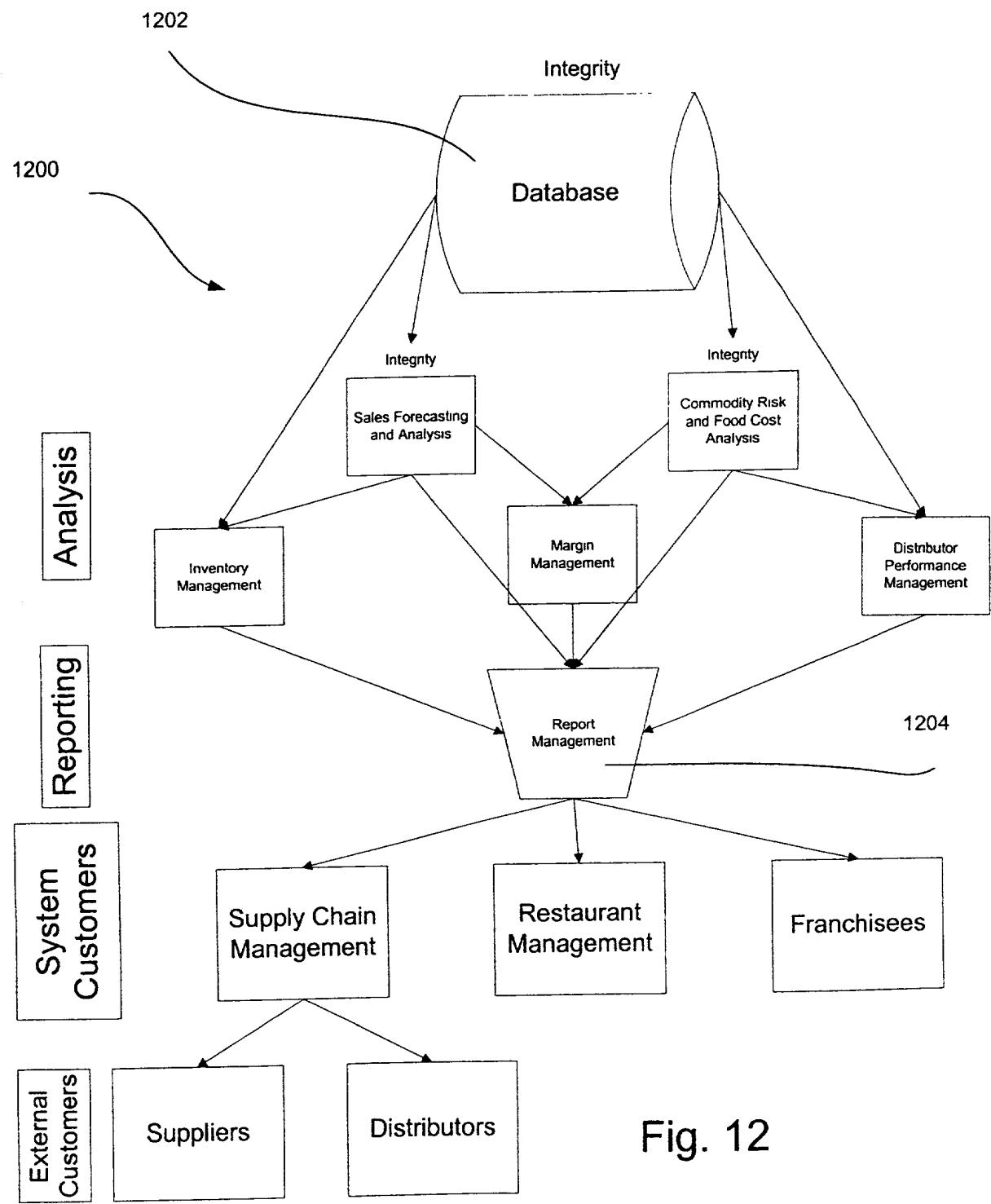


Fig. 12

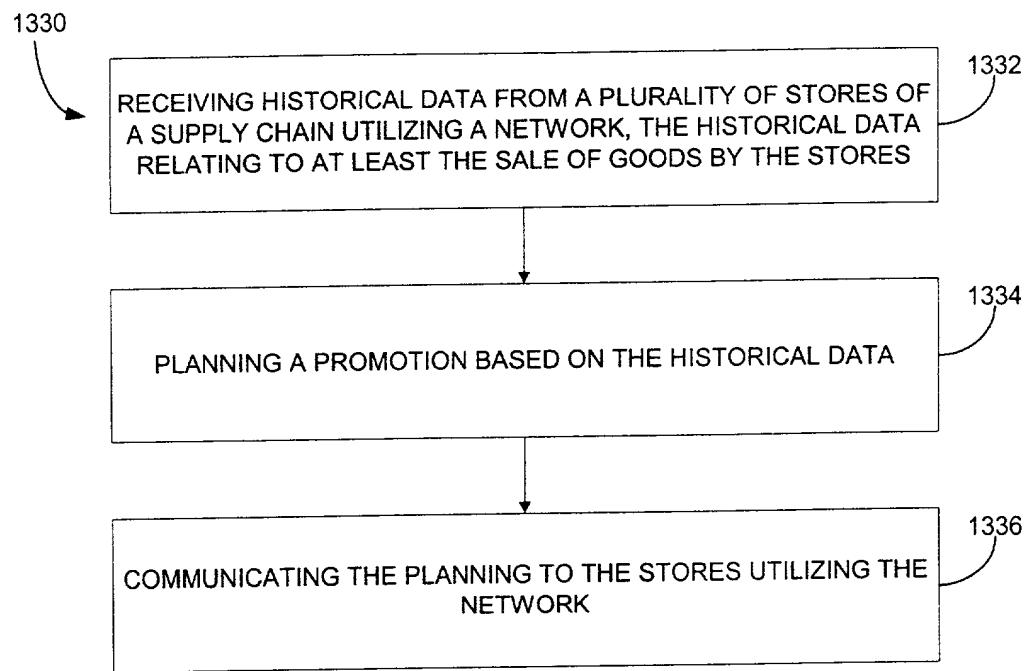


FIG. 13

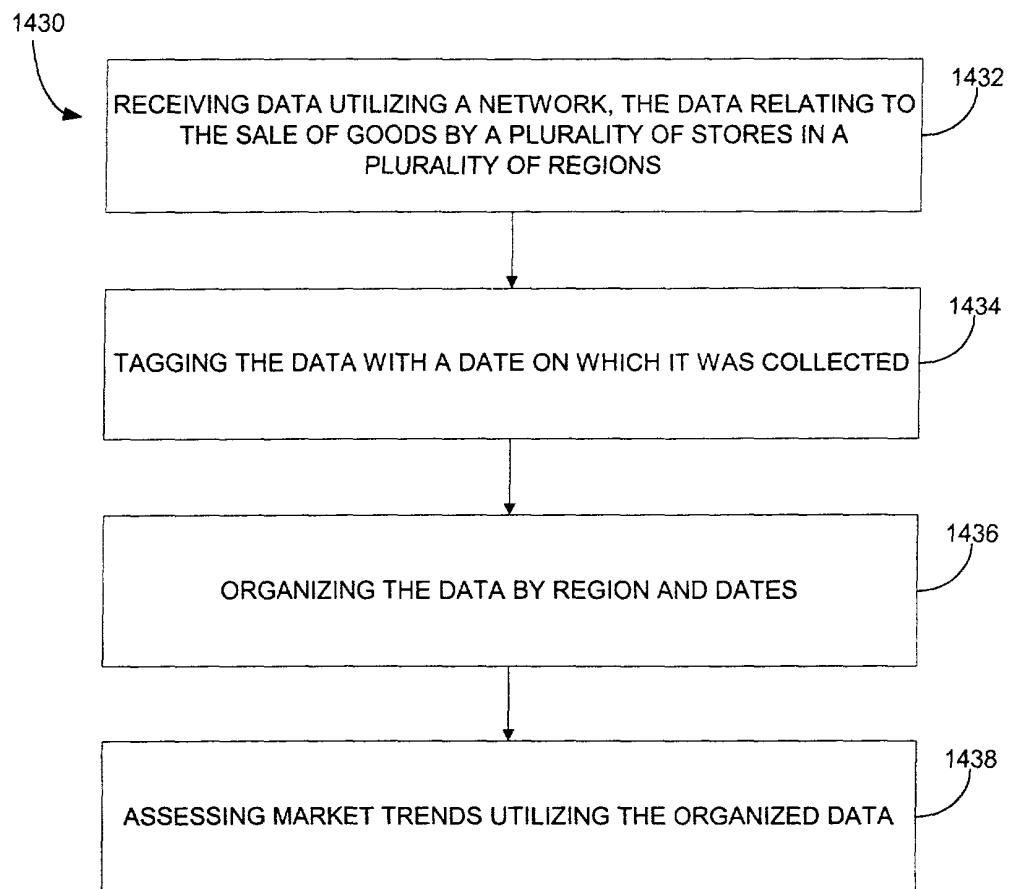


FIG. 14

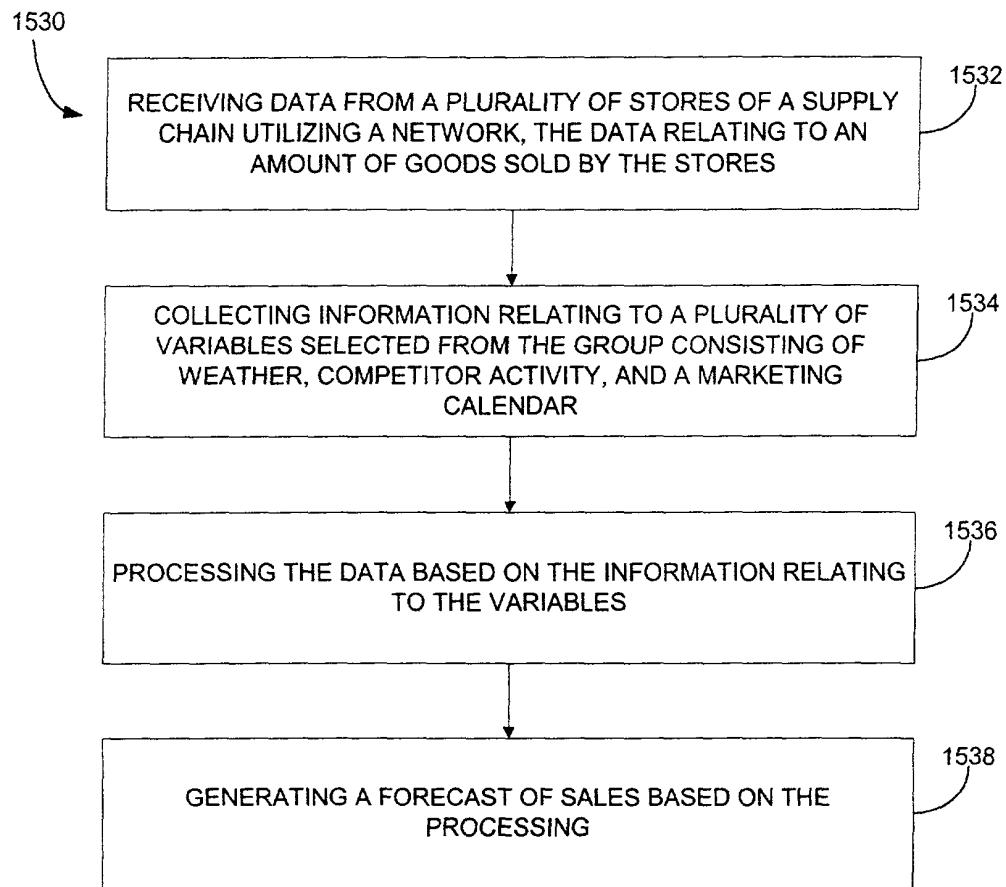


FIG. 15

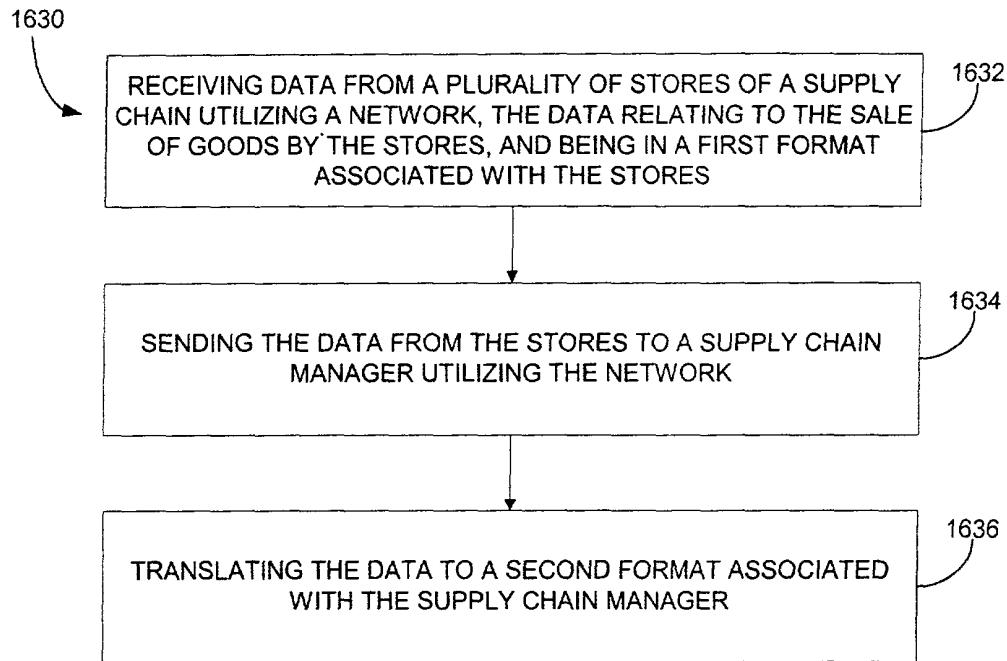


FIG. 16

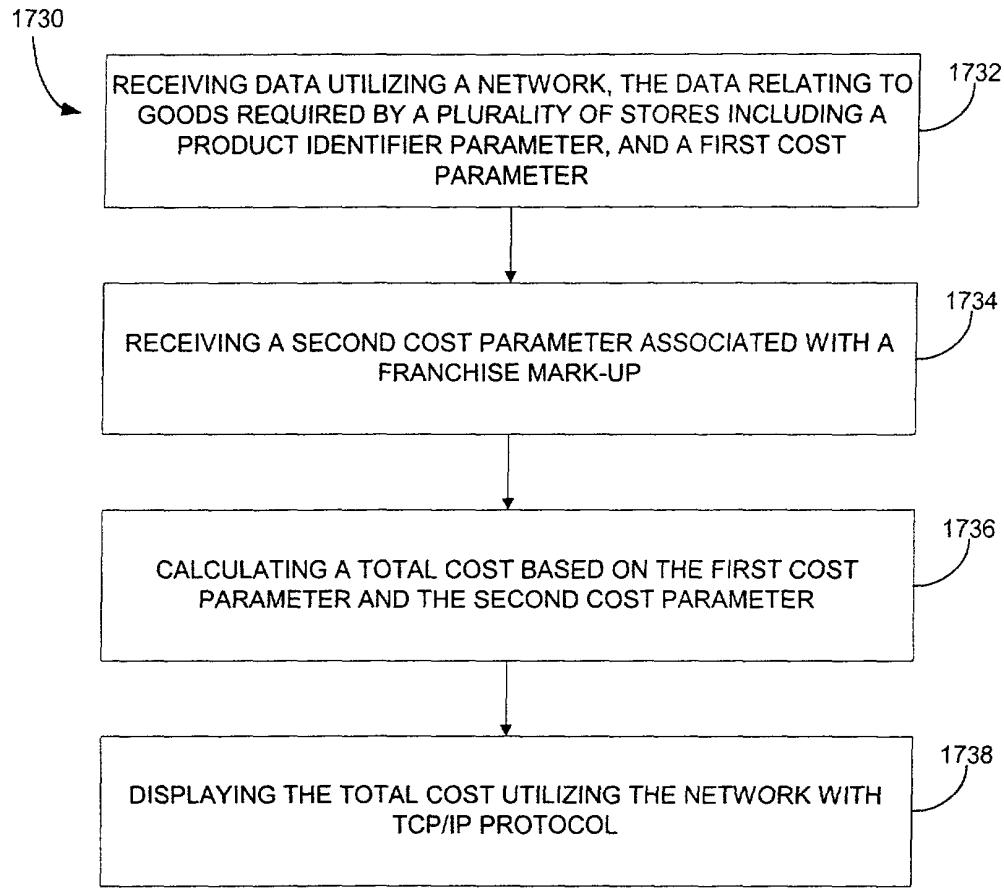


FIG. 17

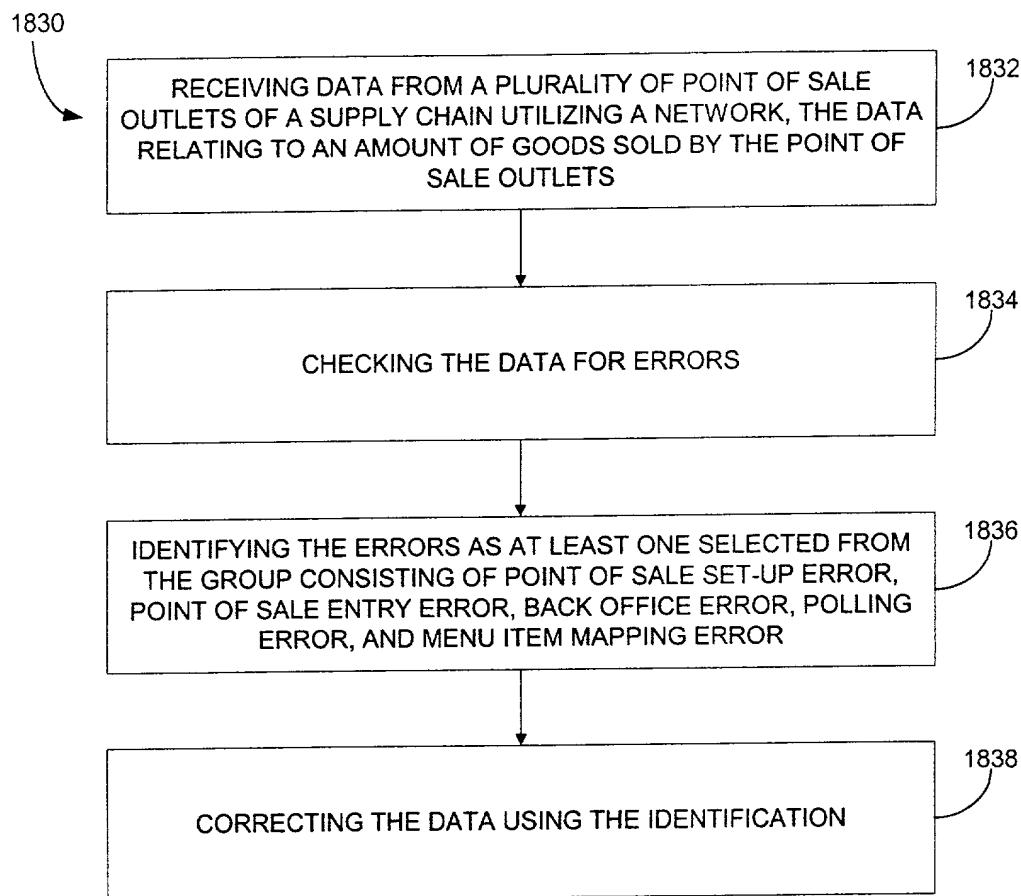


FIG. 18

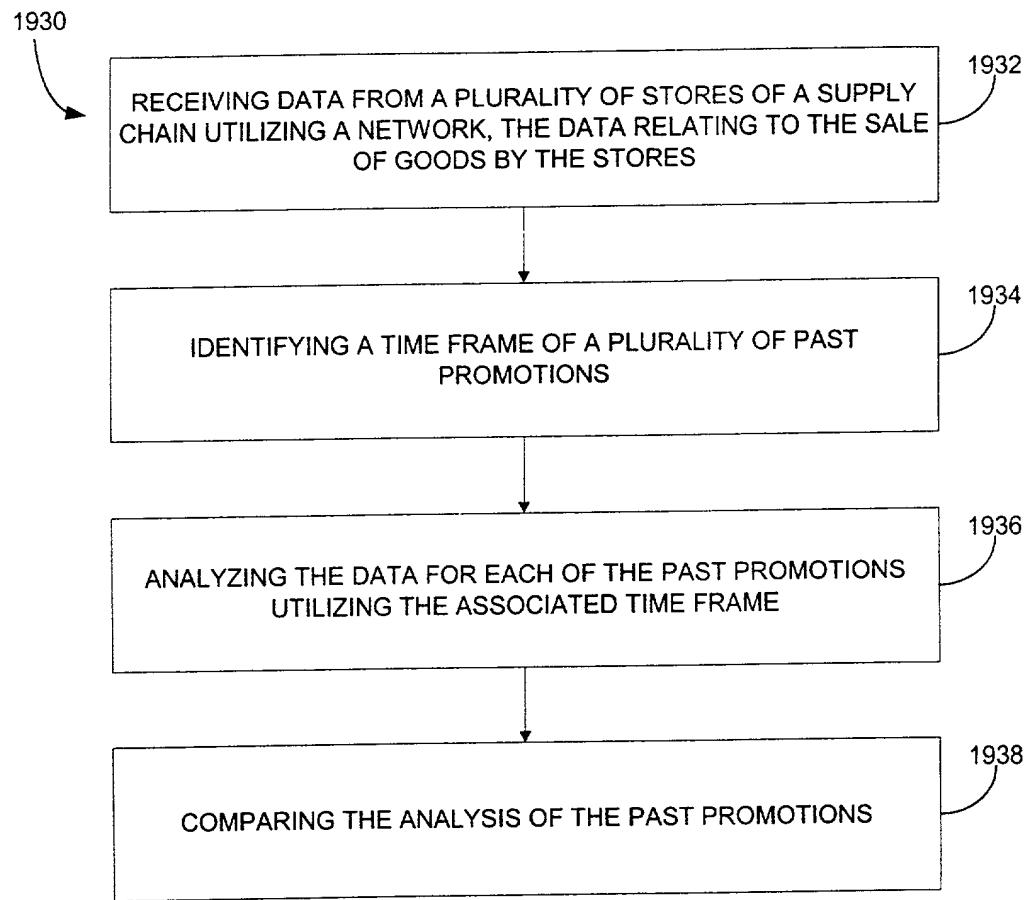


FIG. 19

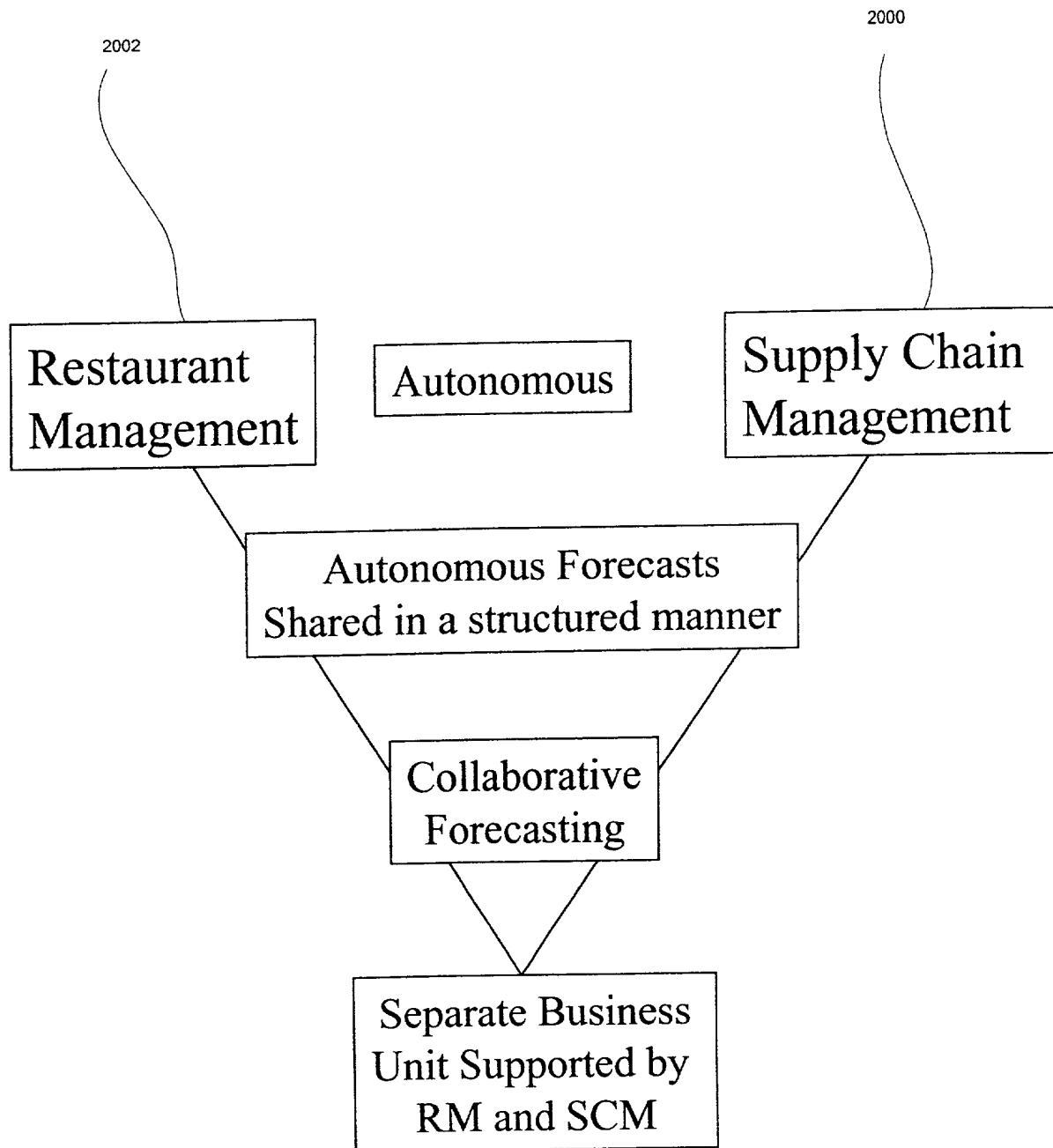


Fig. 20

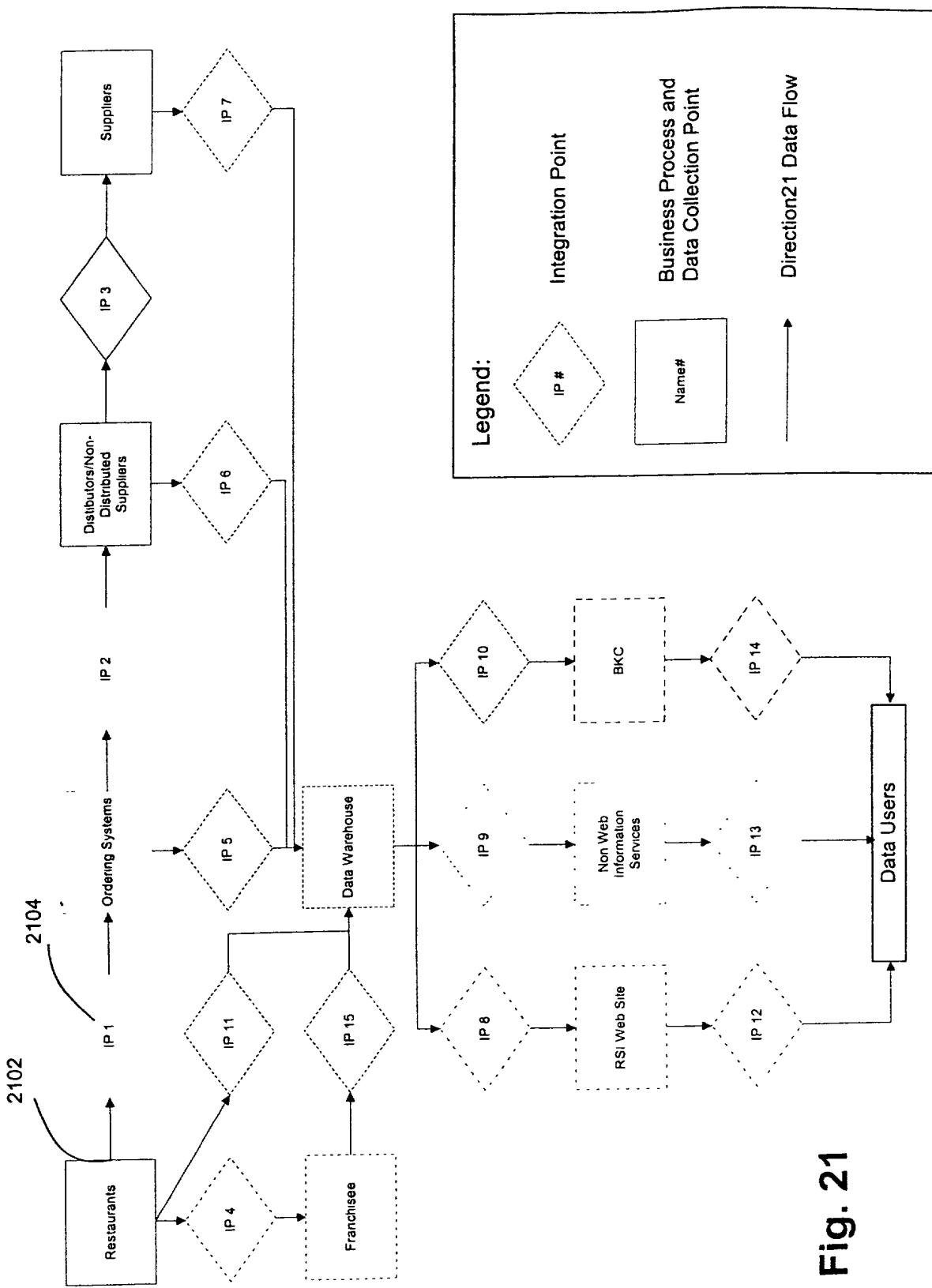


Fig. 21

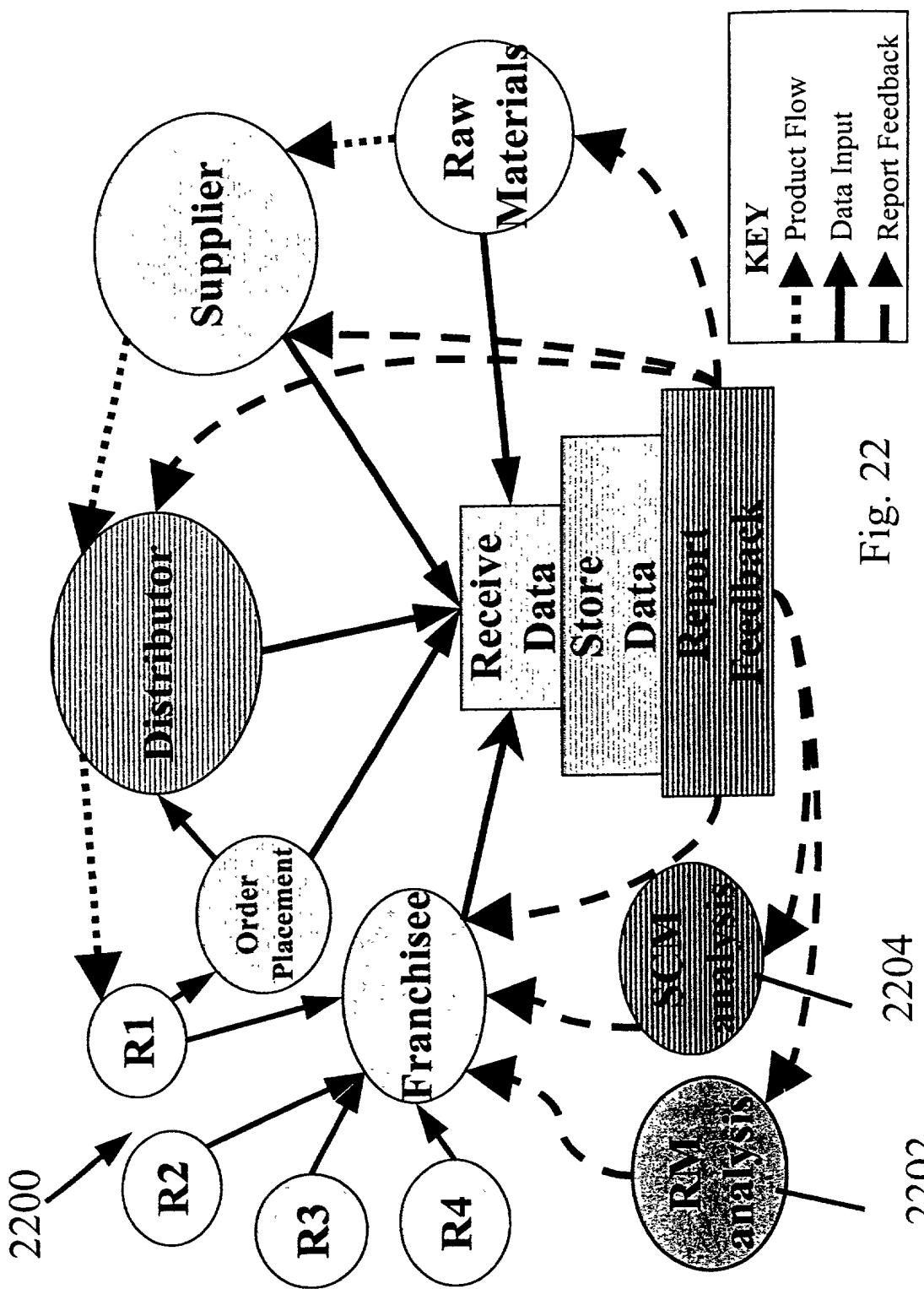


Fig. 22

2204
2202

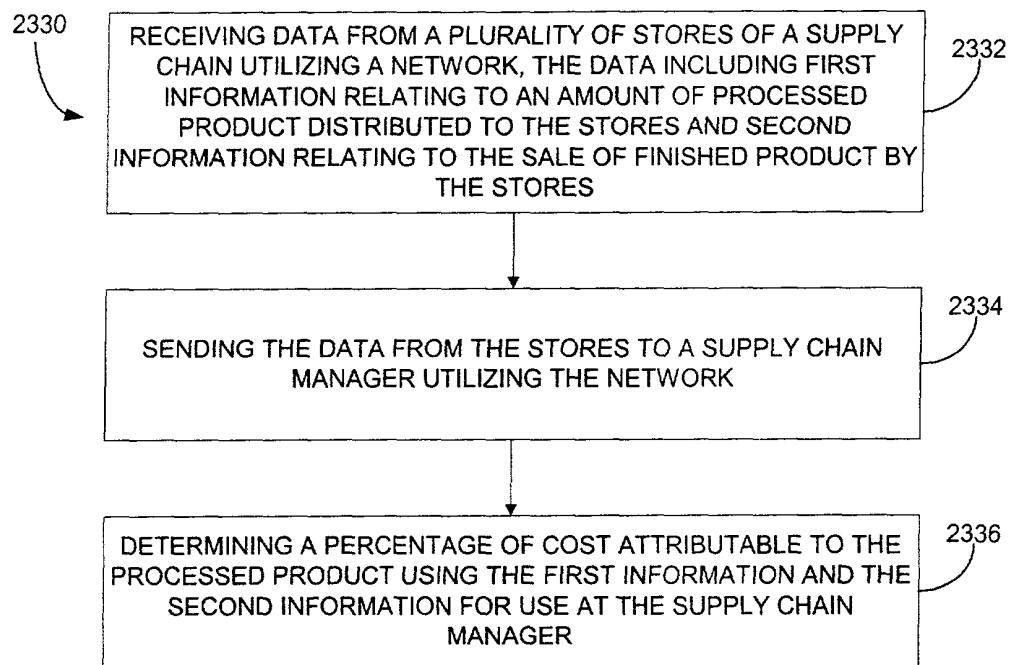


FIG. 23

FIG. 24

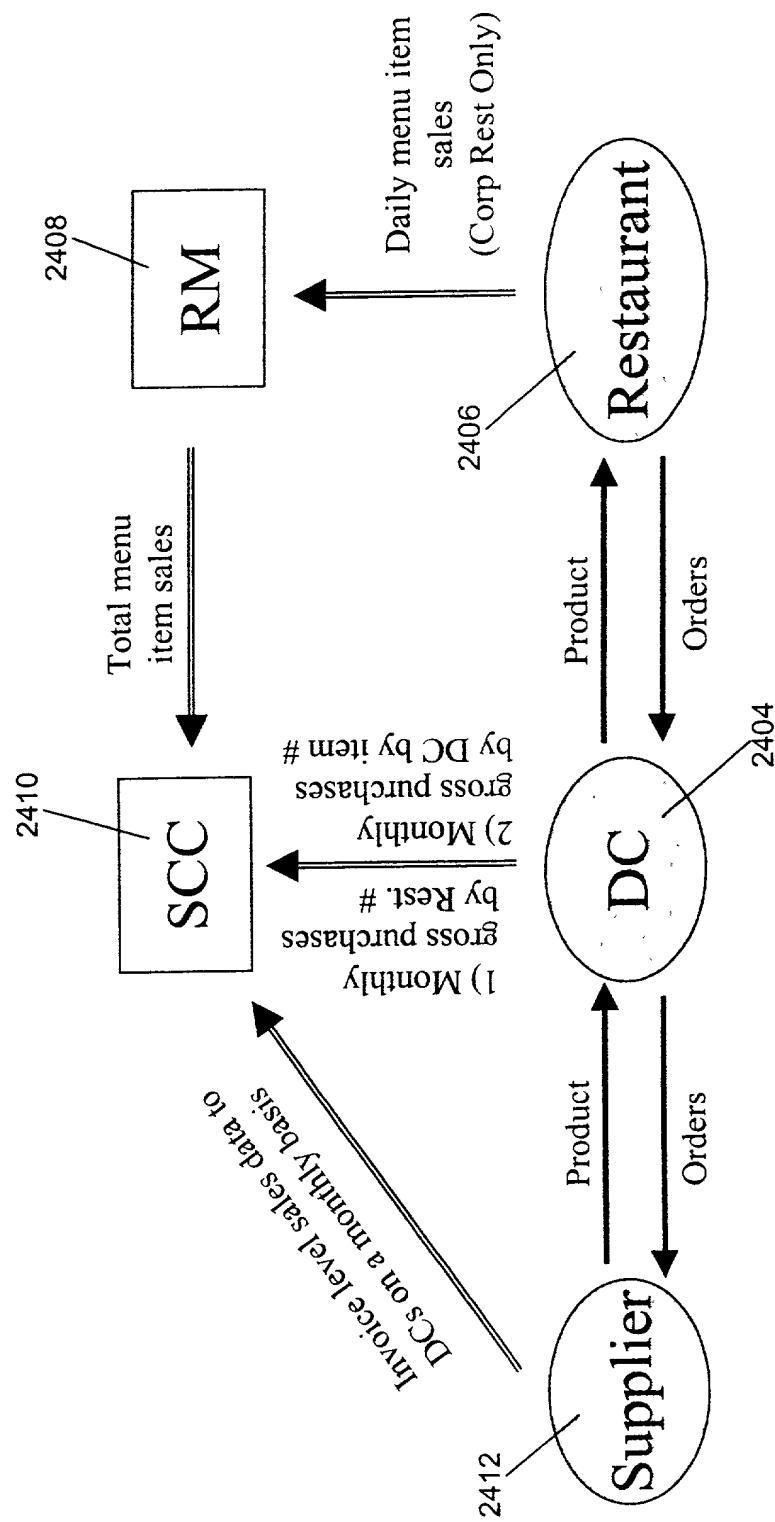


FIG. 25

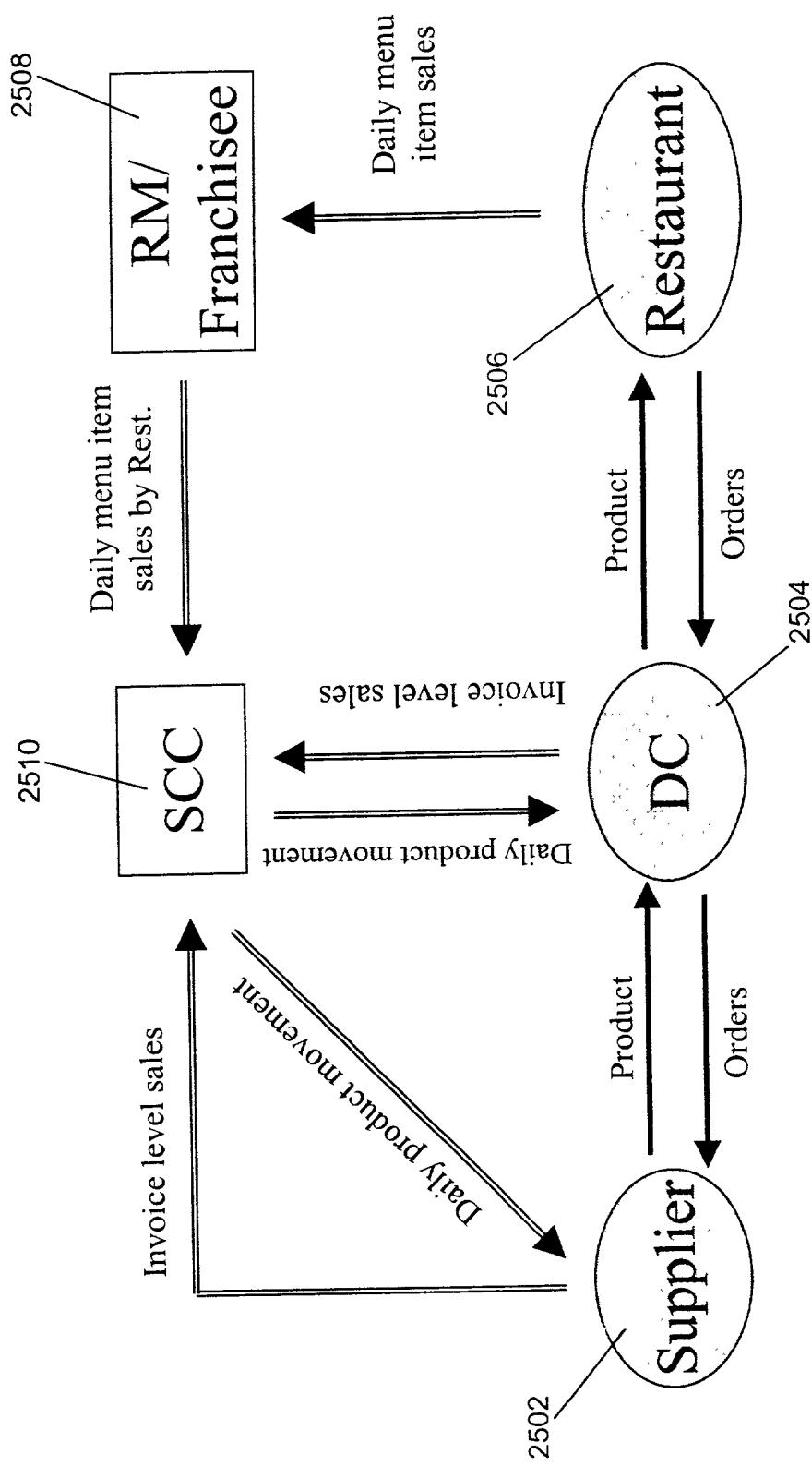


FIG. 26

Sales Forecast Worksheet - System																
Week	History						Forecast									
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Nin'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	394	413	409	284	327	
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWWM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.2	0.3	0.2	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1

FIG. 27

Promotional Monitor - System & Regional													
		HistorV			Week #1								
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWM\WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	1'0	170	183	275	209	1,309
<hr/>													
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWM\WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2700

2702

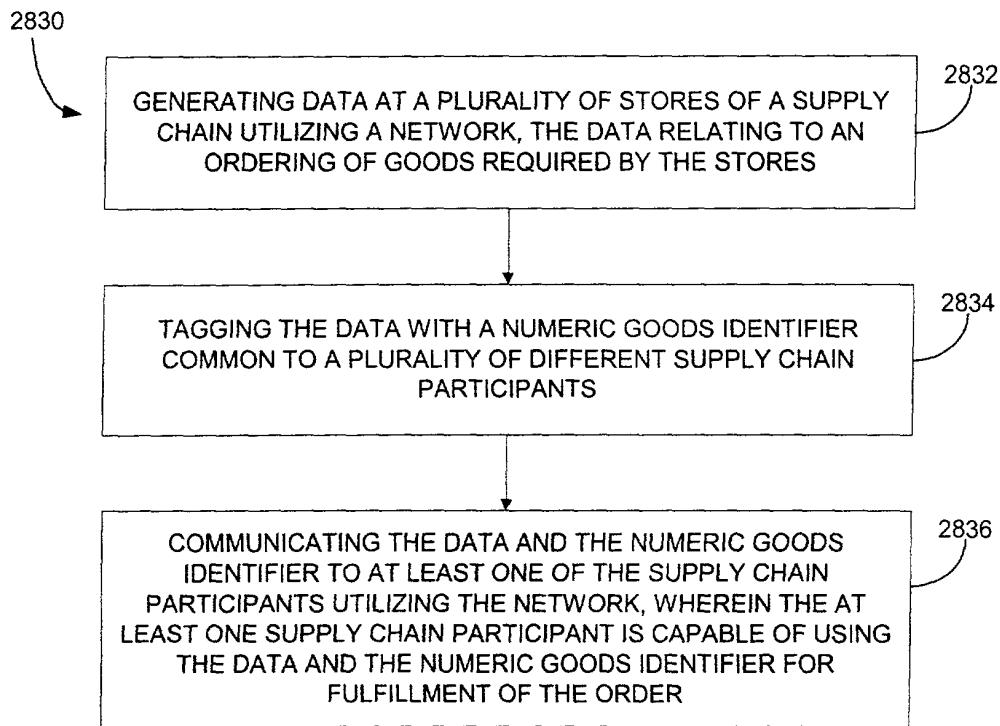


FIG. 28

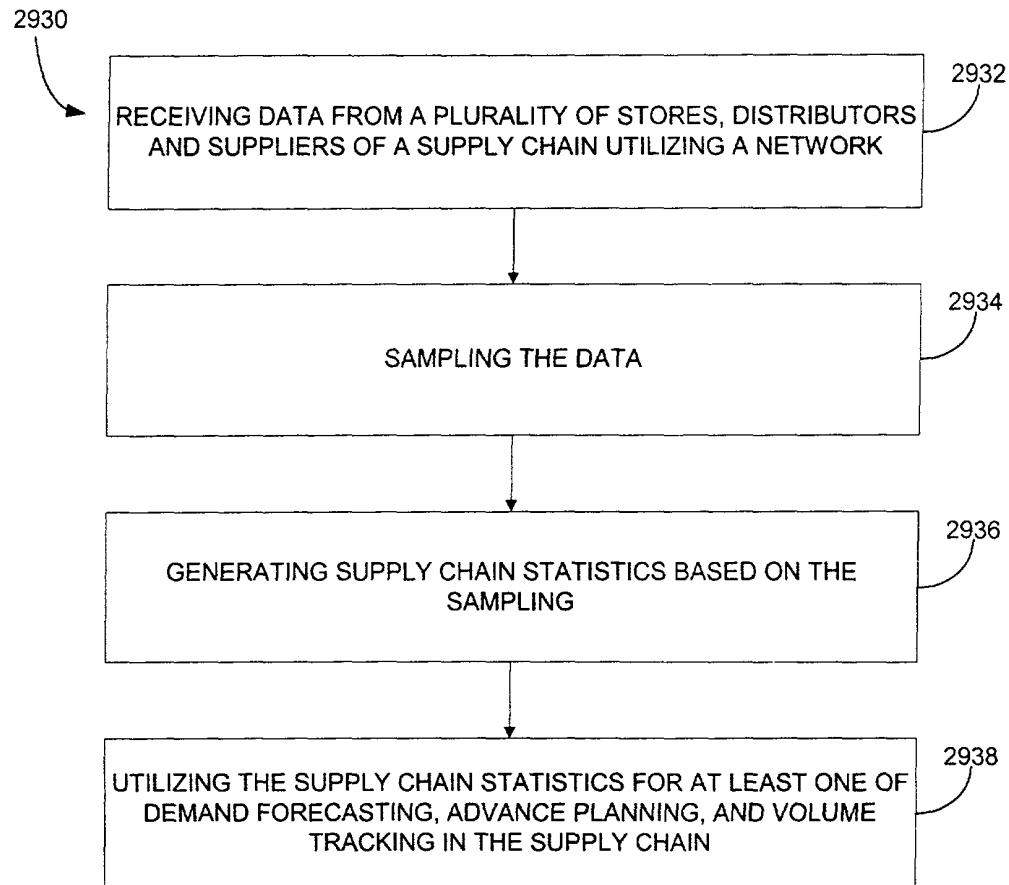


FIG. 29

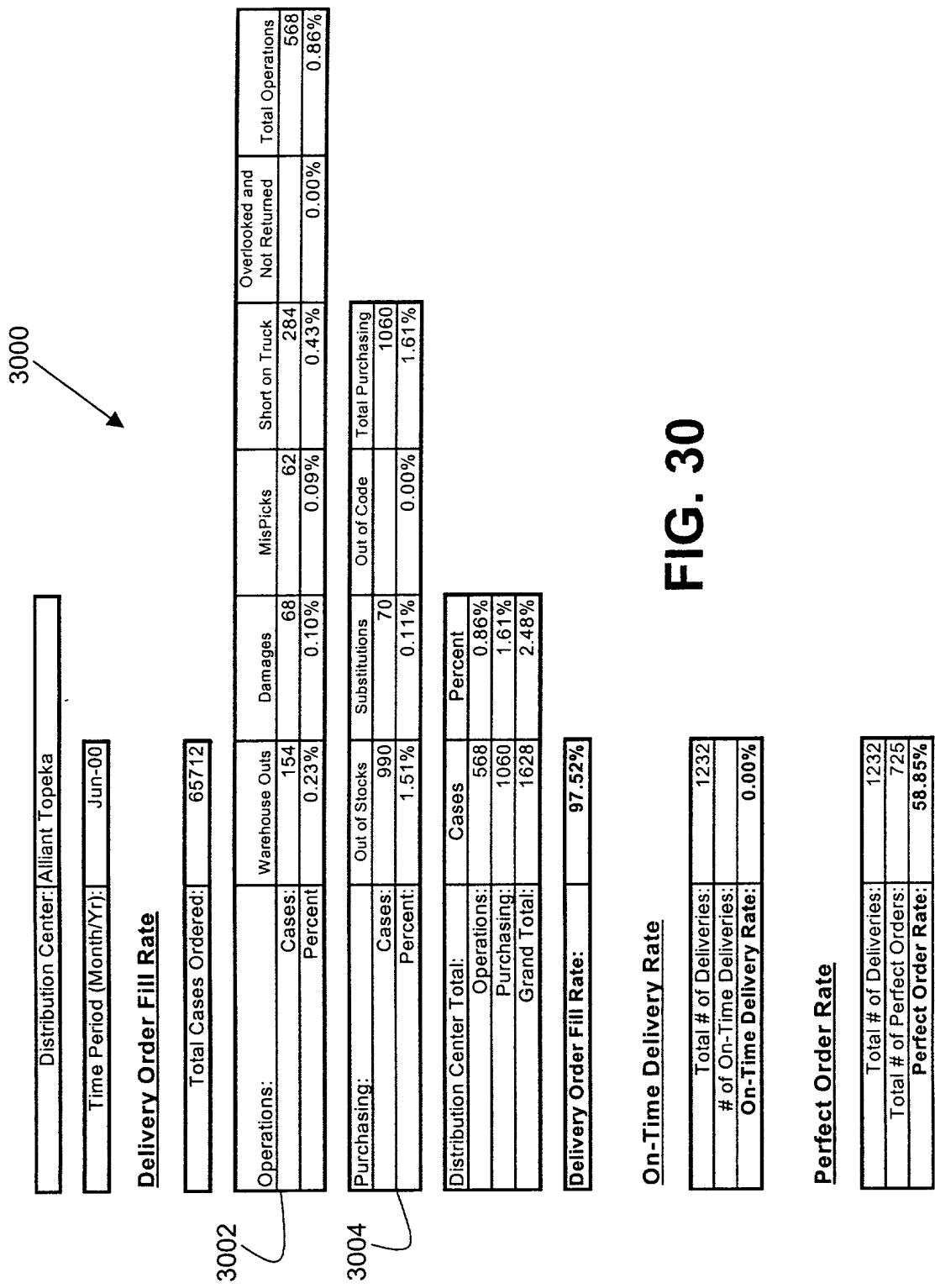
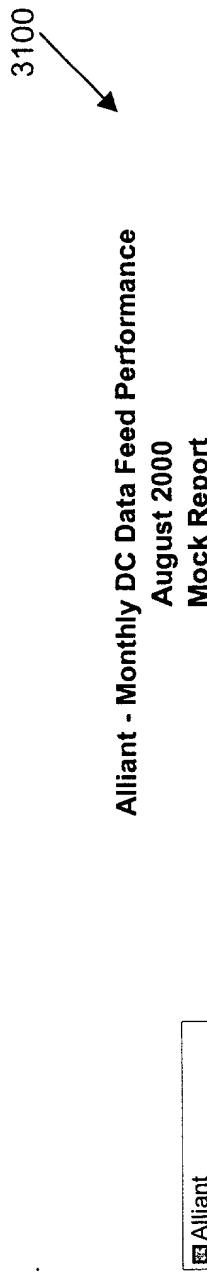


FIG. 30

W G G C E G " G G G G T G G G



Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

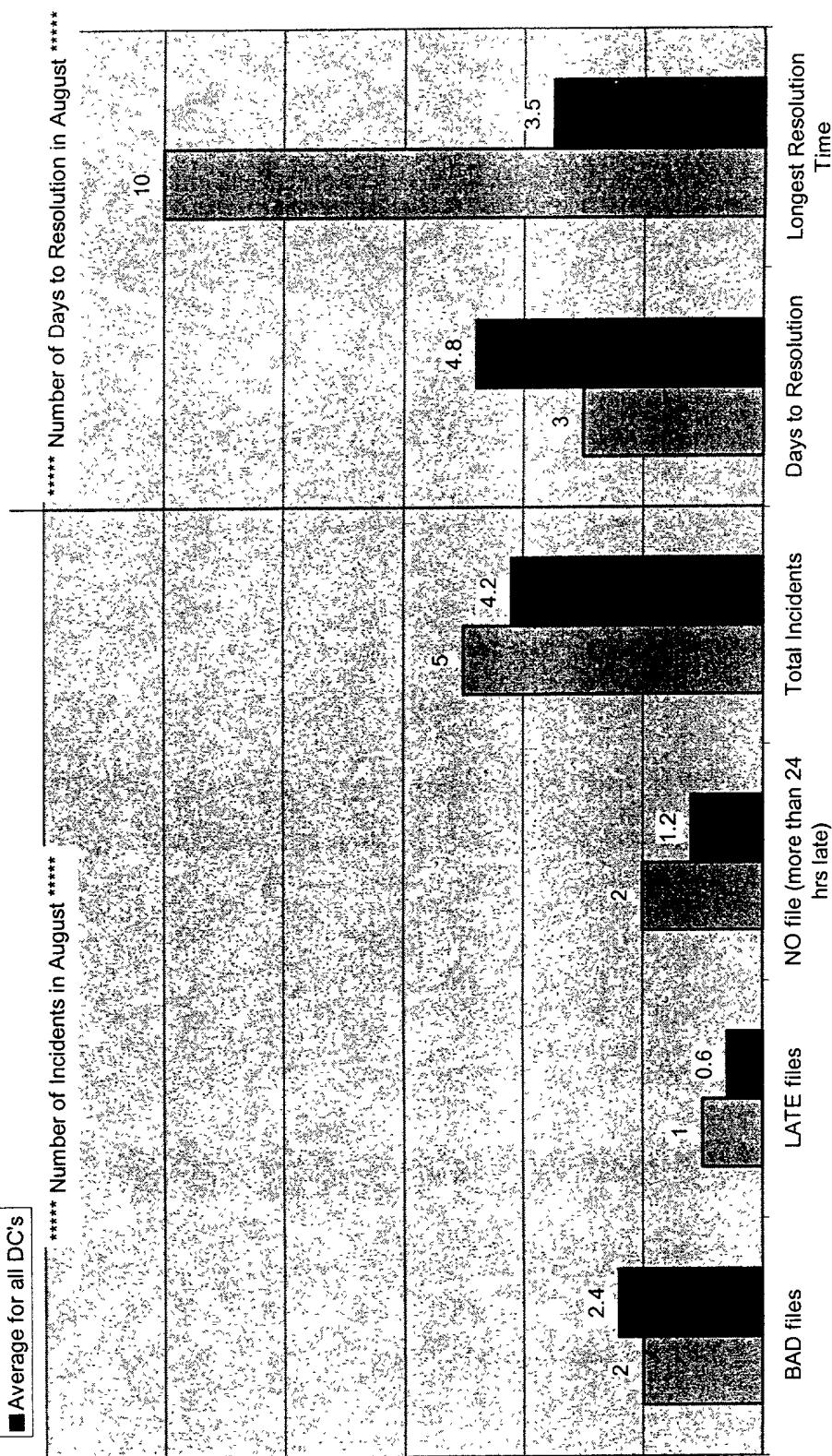


FIG. 31



Service Level Reporting

August

3200

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	#DIV/0!	#DIV/0!
Alliant-Topka	99.05%	#DIV/0!	#DIV/0!
Alliant Wixom	99.34%	#DIV/0!	78.70%
King-Atlanta	#DIV/0!	#DIV/0!	#DIV/0!
King-Jacksonville	#DIV/0!	#DIV/0!	#DIV/0!
King-Louisville	#DIV/0!	#DIV/0!	#DIV/0!
Maines 28-Corlkin	99.41%	#DIV/0!	79.25%
Maines 30-Cleveland	99.41%	#DIV/0!	#DIV/0!
Maines Long Island	#DIV/0!	#DIV/0!	#DIV/0!
Maines New England	#DIV/0!	#DIV/0!	79.83%
MBM Fullerton	99.13%	#DIV/0!	#DIV/0!
MBM Lewisville	#DIV/0!	#DIV/0!	#DIV/0!
MBM Orlando	#DIV/0!	#DIV/0!	#DIV/0!
MBM Rocky Mount	99.13%	#DIV/0!	#DIV/0!
McCabe's	#DIV/0!	#DIV/0!	#DIV/0!
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	#DIV/0!	#DIV/0!	#DIV/0!
PFD Supply	99.16%	#DIV/0!	#DIV/0!
PFG Victoria	99.42%	#DIV/0!	#DIV/0!
PYA/Monarch	99.20%	#DIV/0!	#DIV/0!
Reinhart-Cedar Rapids	99.05%	#DIV/0!	#DIV/0!
Reinhart-Oak Creek	99.31%	#DIV/0!	#DIV/0!
Reinhart-Rogers	#DIV/0!	#DIV/0!	#DIV/0!
Restaurants NW	99.03%	#DIV/0!	86.47%
Shamrock Commerce City	#DIV/0!	#DIV/0!	95.38%
Shamrock Phoenix	98.81%	#DIV/0!	#DIV/0!
Sigma Harrisburg	#DIV/0!	#DIV/0!	#DIV/0!
Sigma Stockton	#DIV/0!	#DIV/0!	#DIV/0!
Sysco	#DIV/0!	#DIV/0!	#DIV/0!

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BKC Min

FIG. 32

FIG. 33

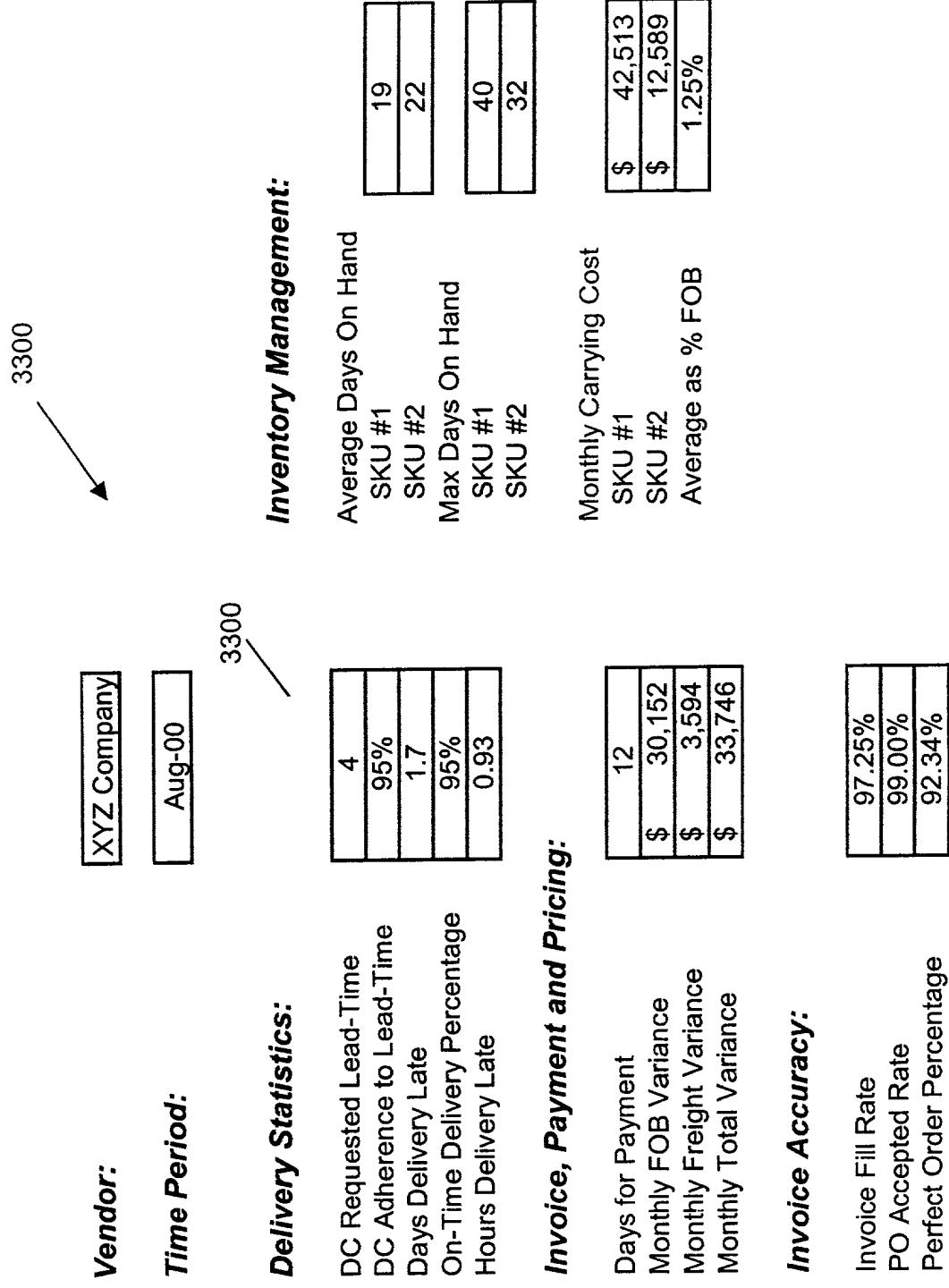


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400
↗

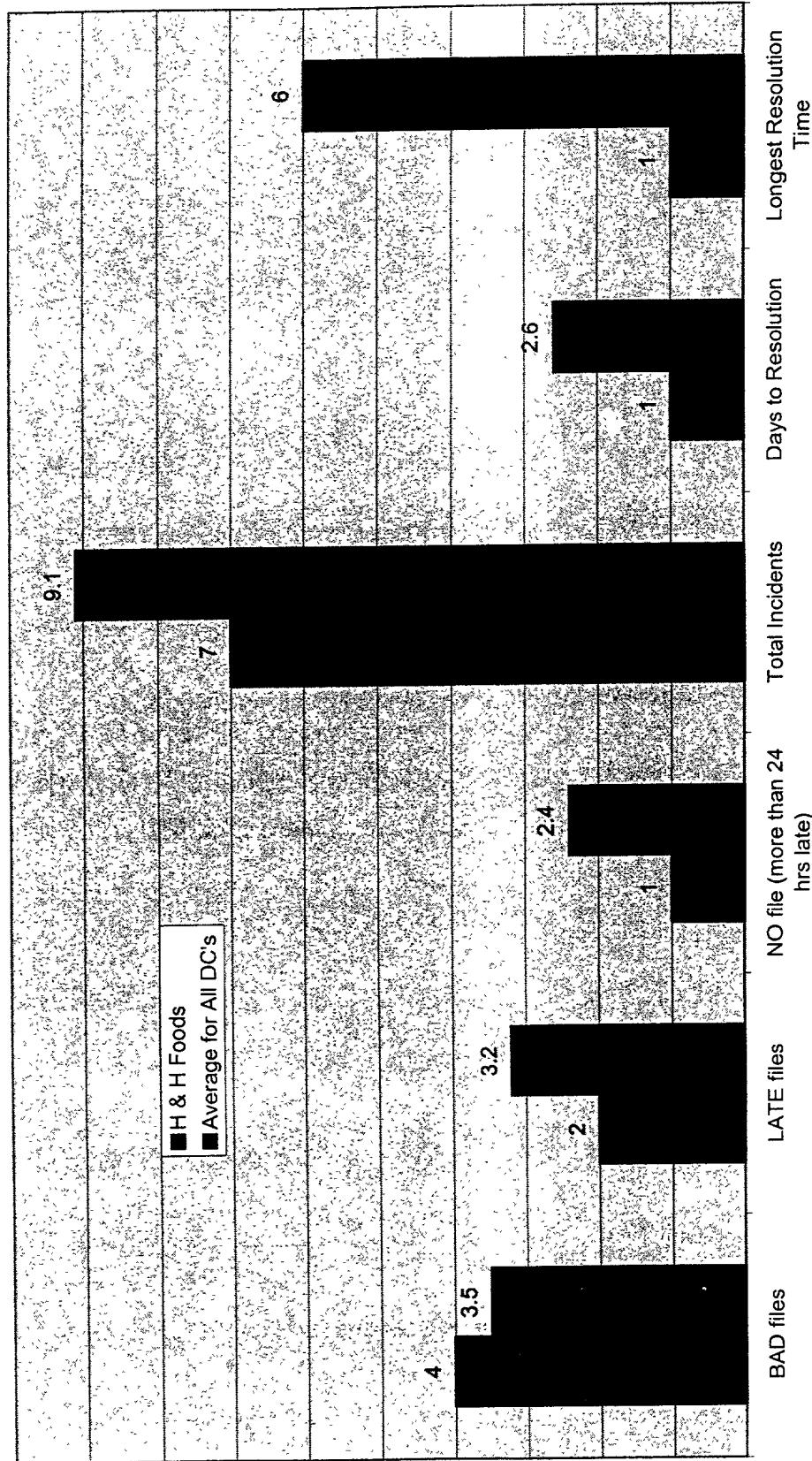


FIG. 35



3500

Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NOR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC			
SILVER KING-MN - CORP			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLUGHERTY PACKING			
BEVERAGE-AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA-COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK	Didnt't meet RSI Min.
----	-----------------------

Mock Report/1

3600
↓

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance									
Good/(Bad)		0.59		0.30					
Total Dollar Purchases (in Millions) /2									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance									
Good/(Bad)		\$1.14	\$0.65						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

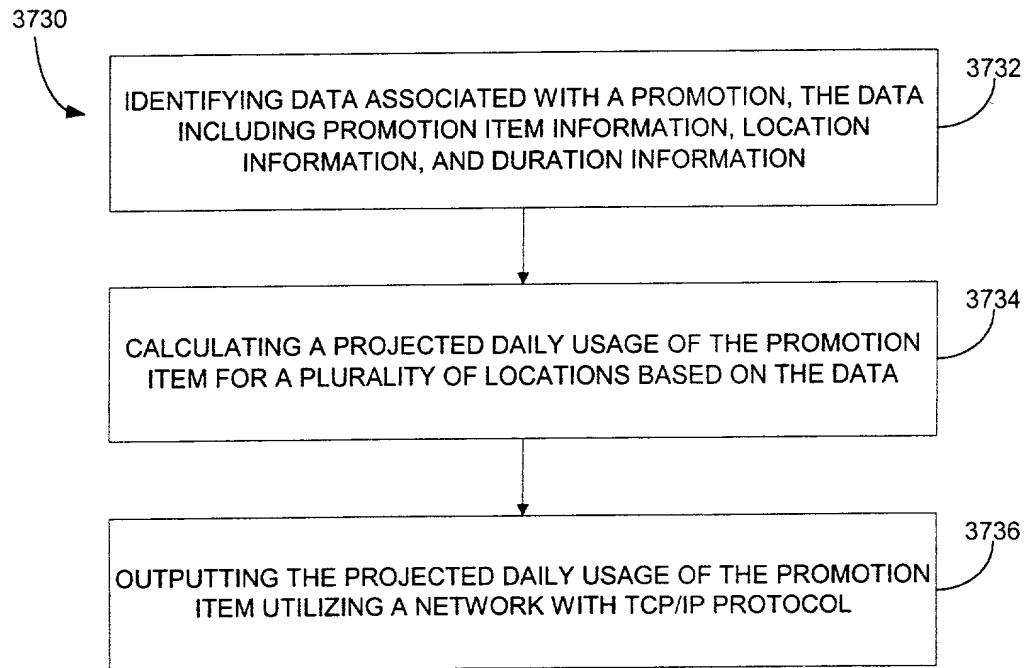


FIG. 37

1020200000000000

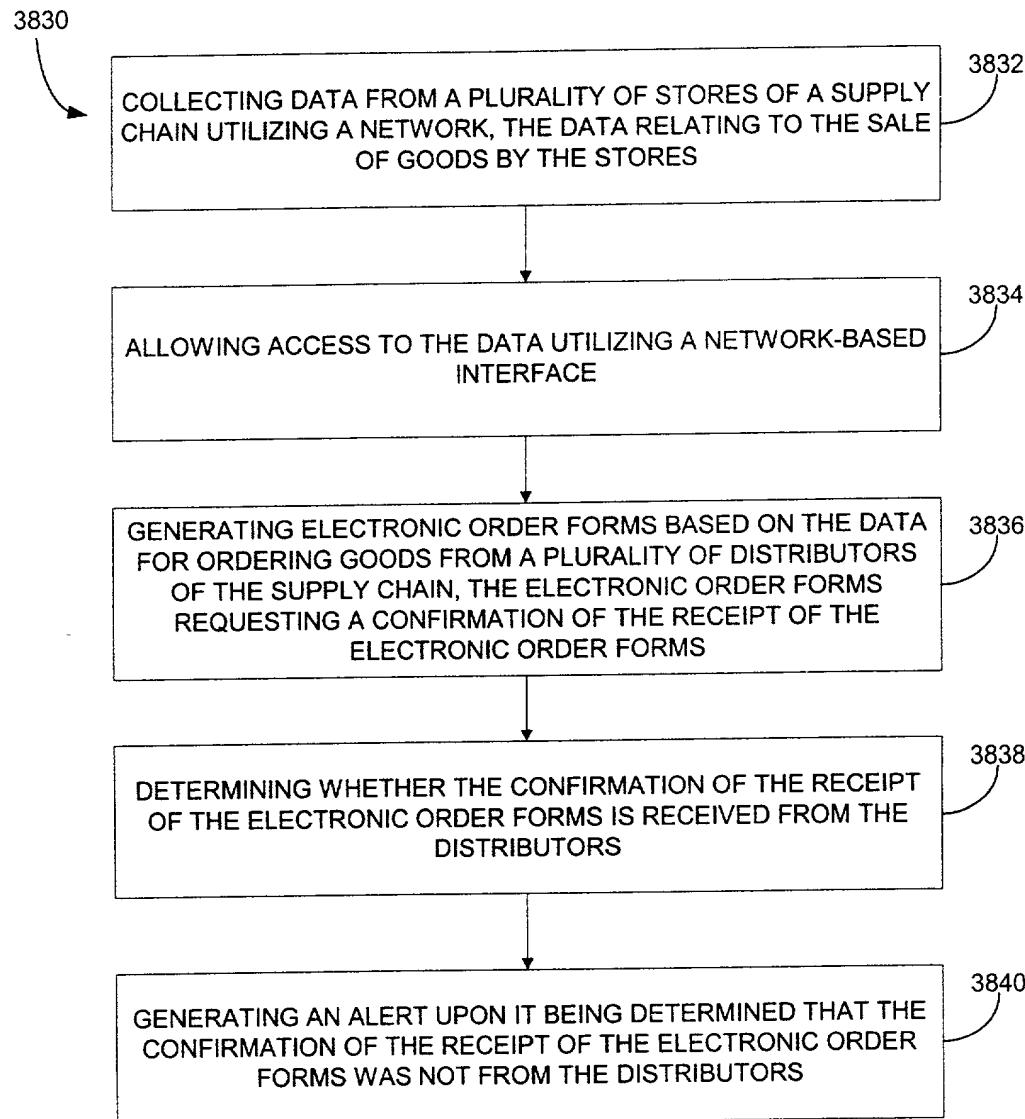


FIG. 38

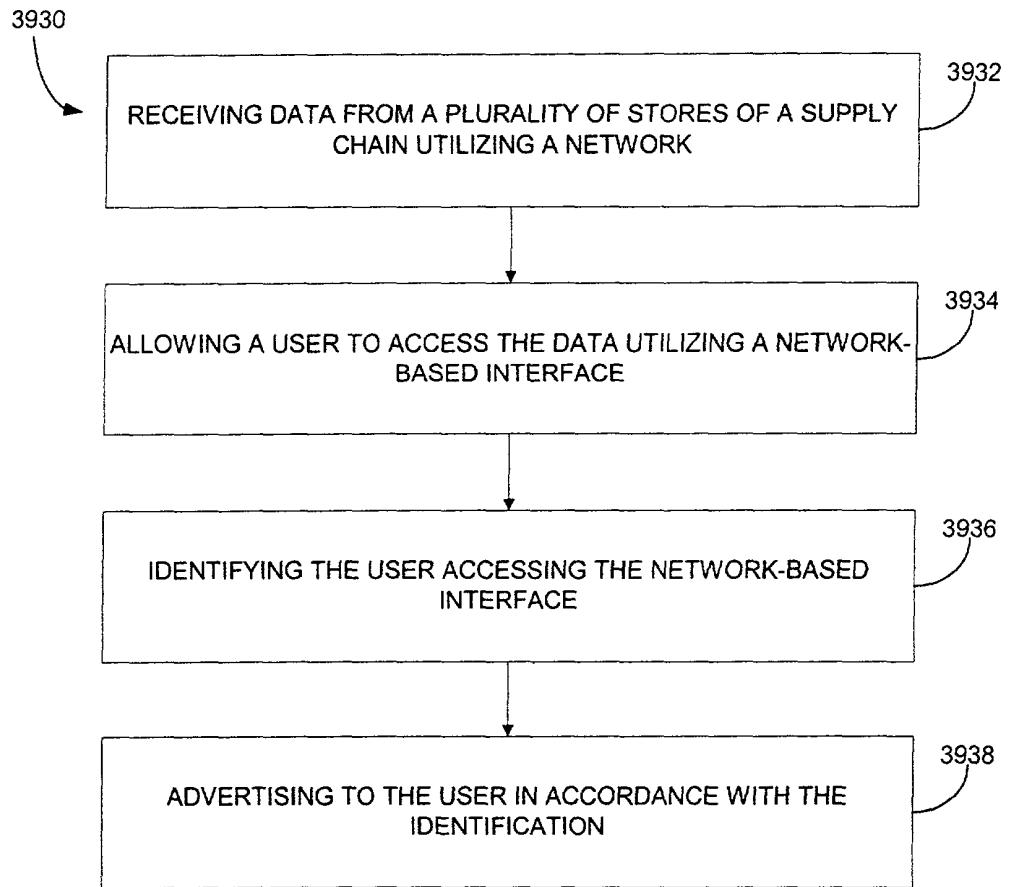


FIG. 39

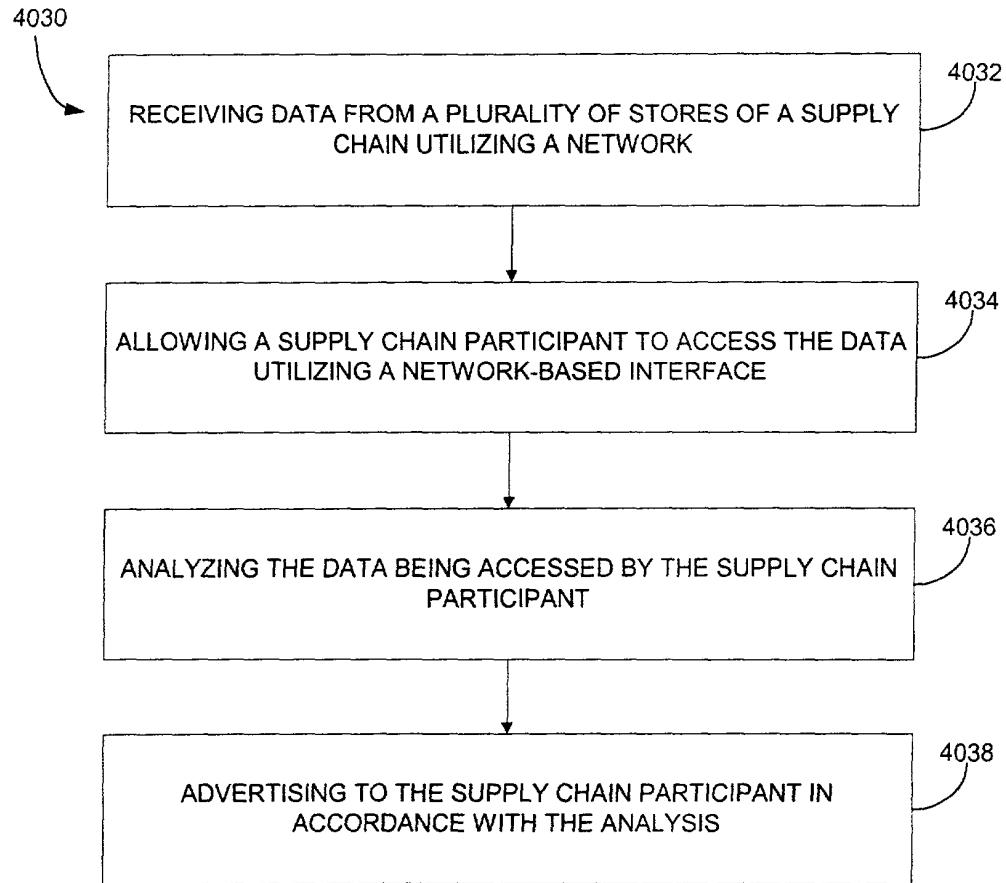


FIG. 40

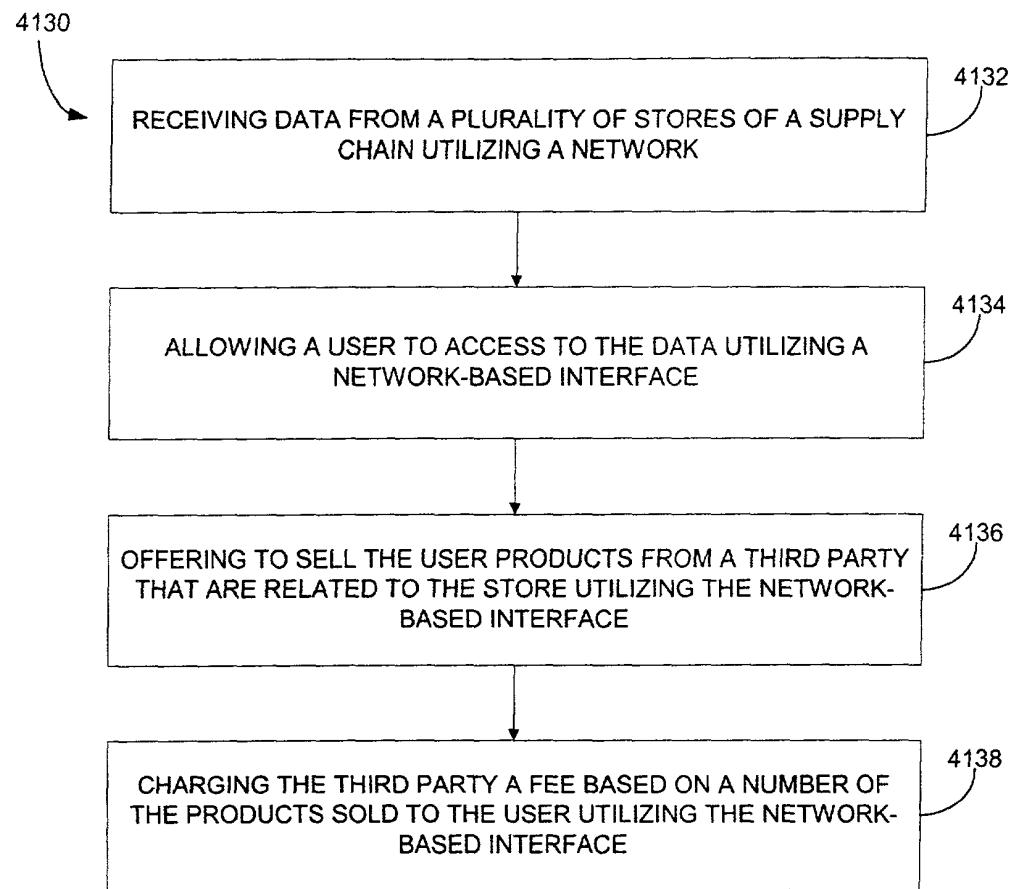


FIG. 41

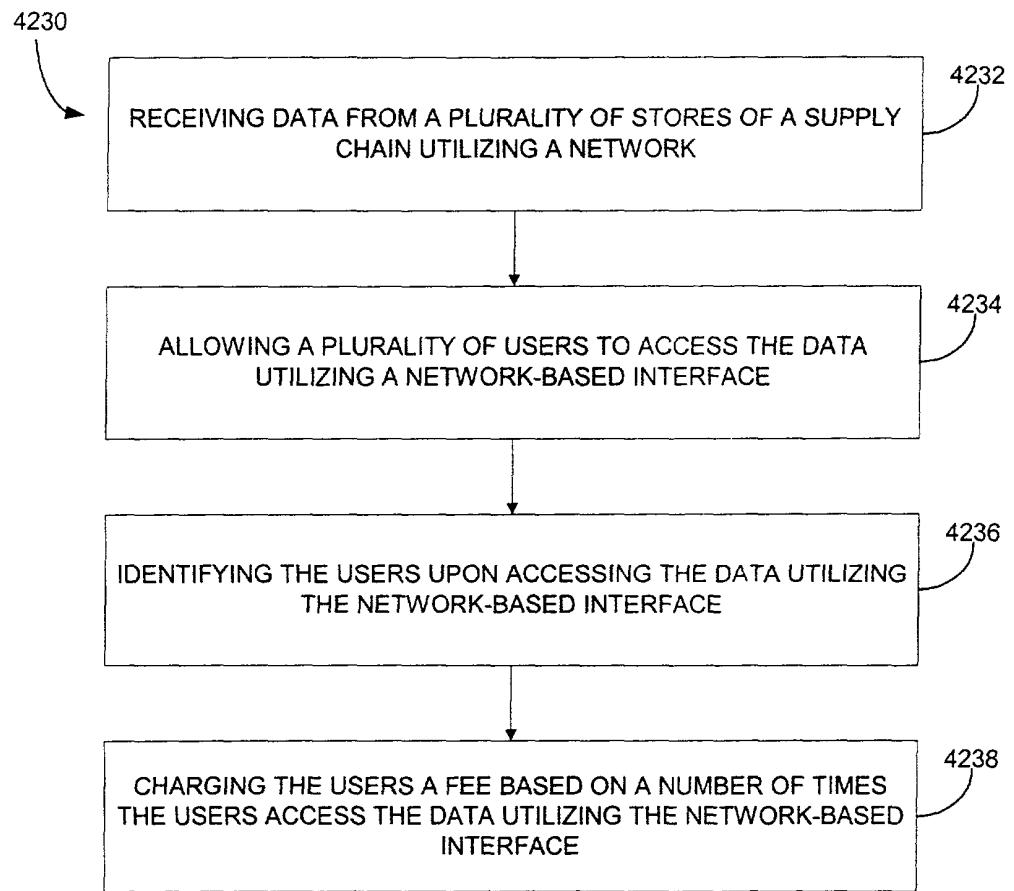


FIG. 42

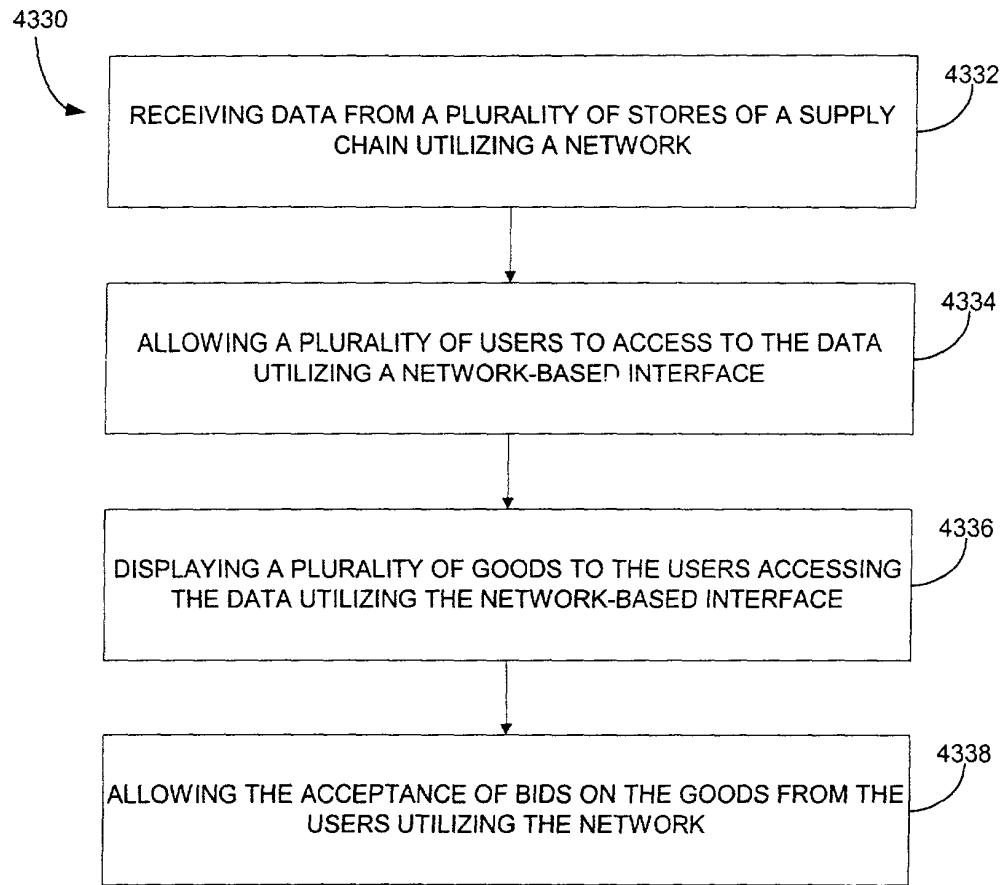


FIG. 43A

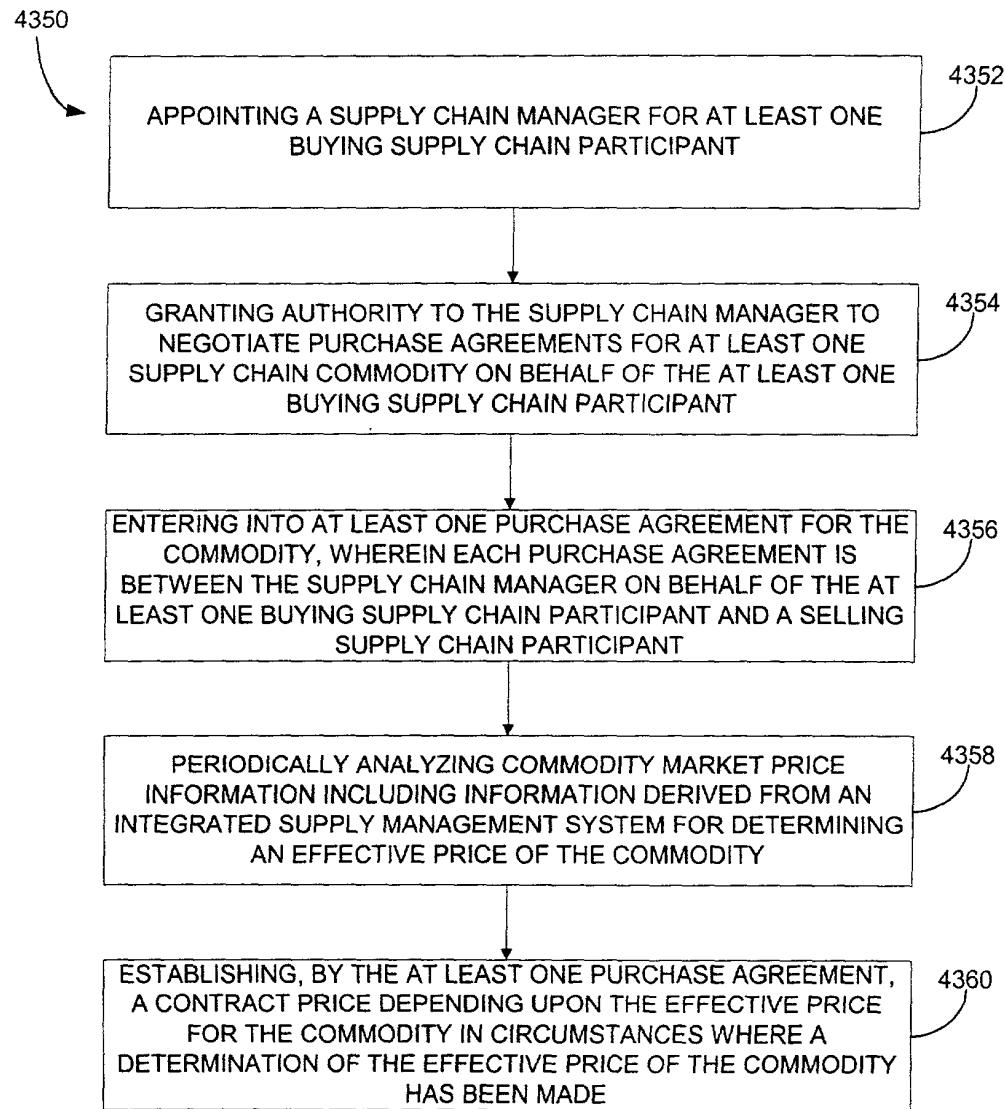


FIG. 43B

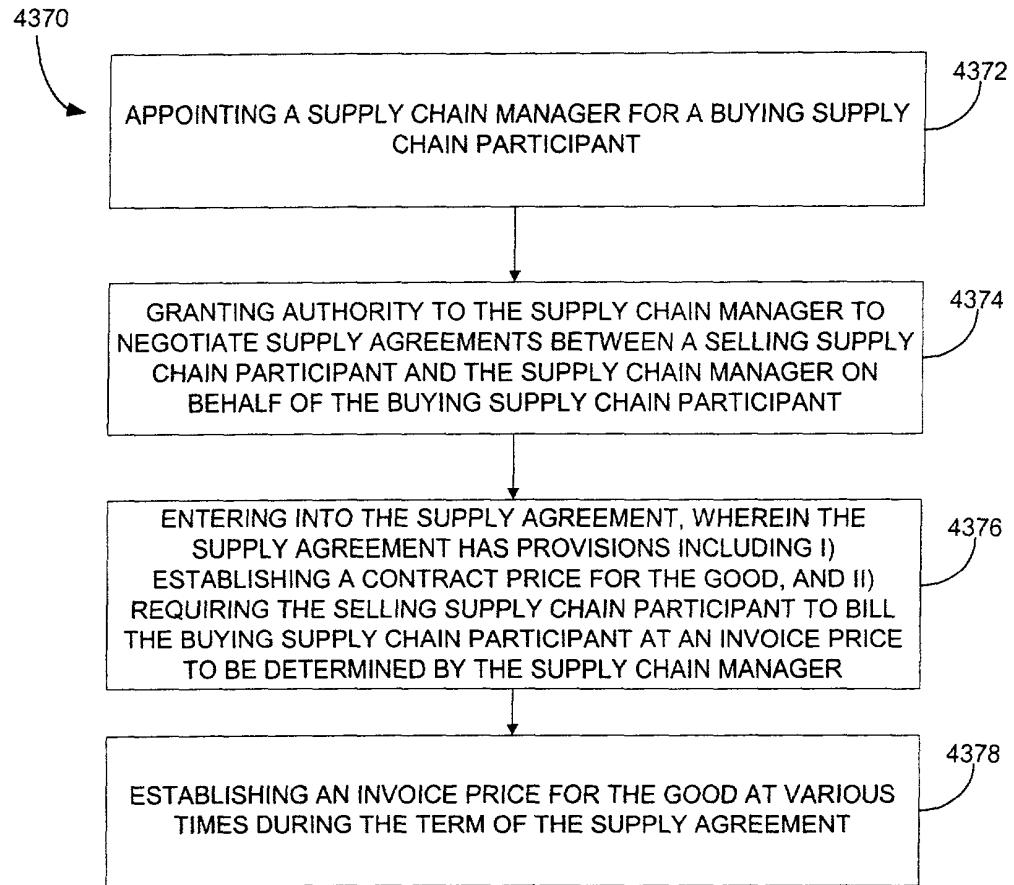


FIG. 43C

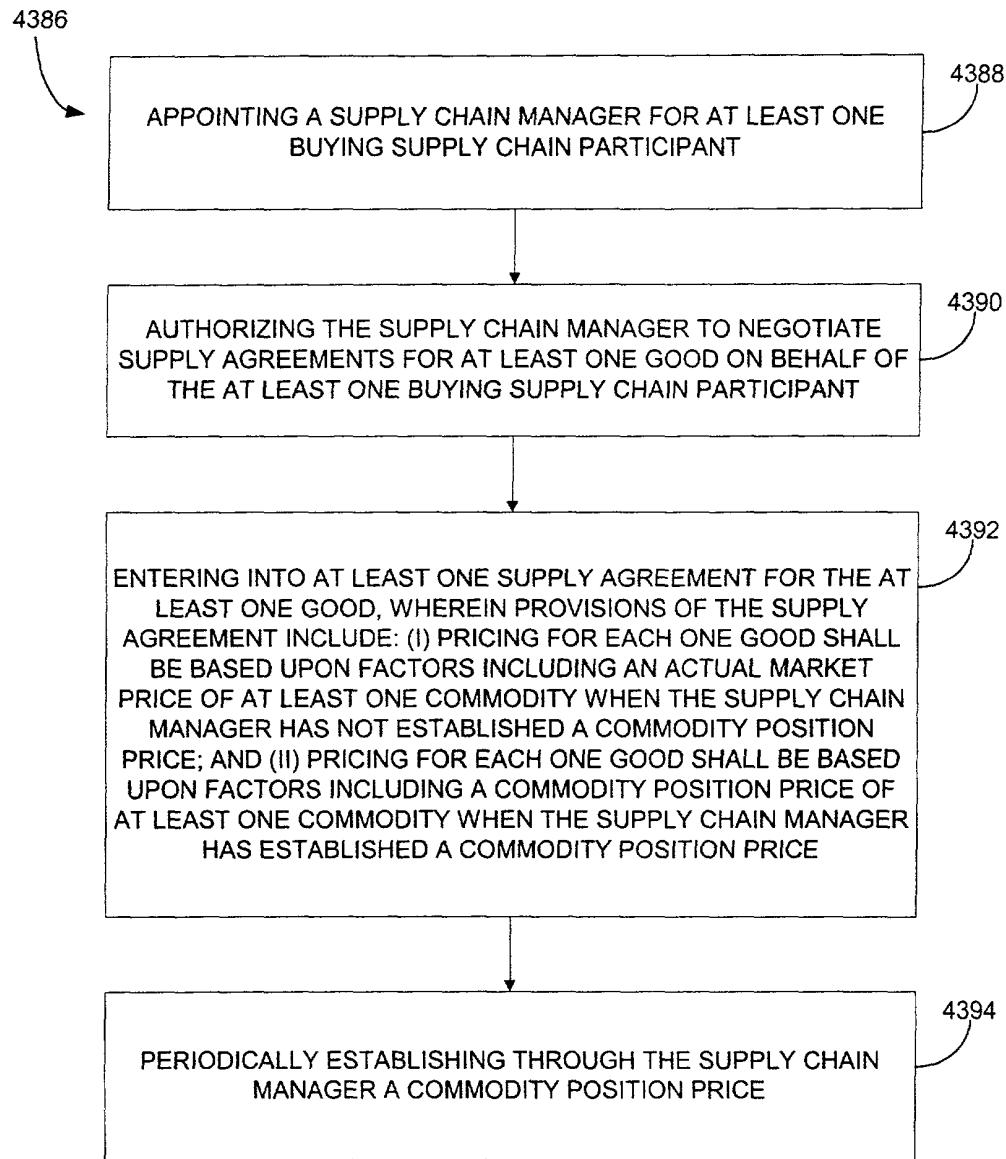


FIG. 43D

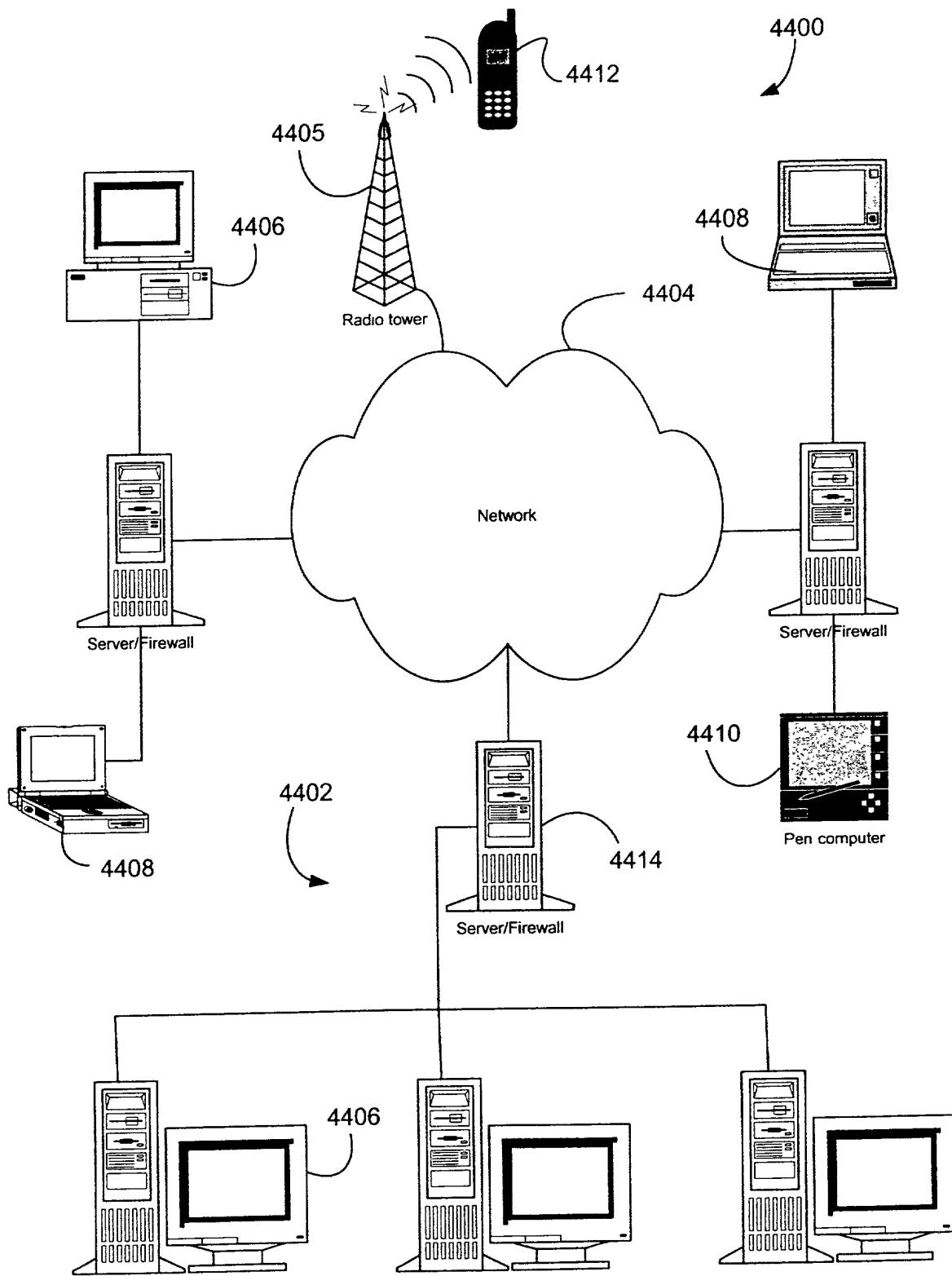
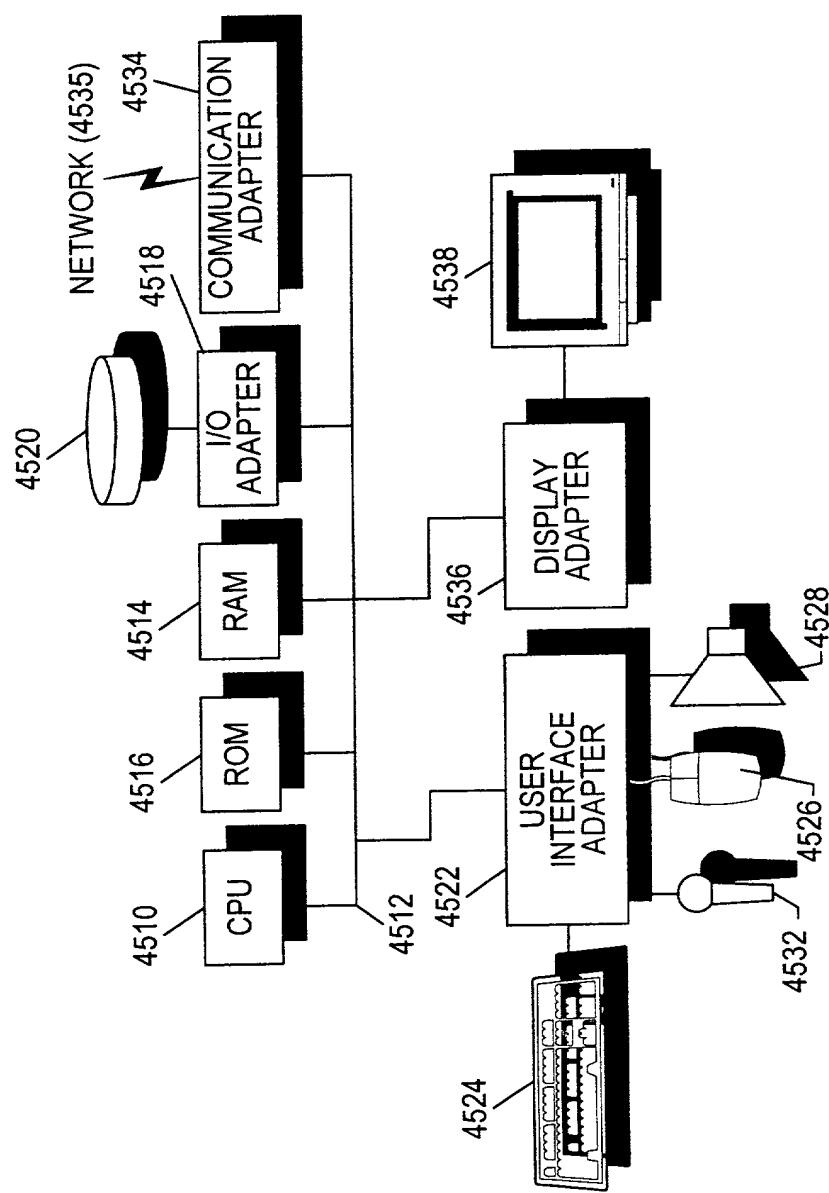


FIG. 44

FIG. 45



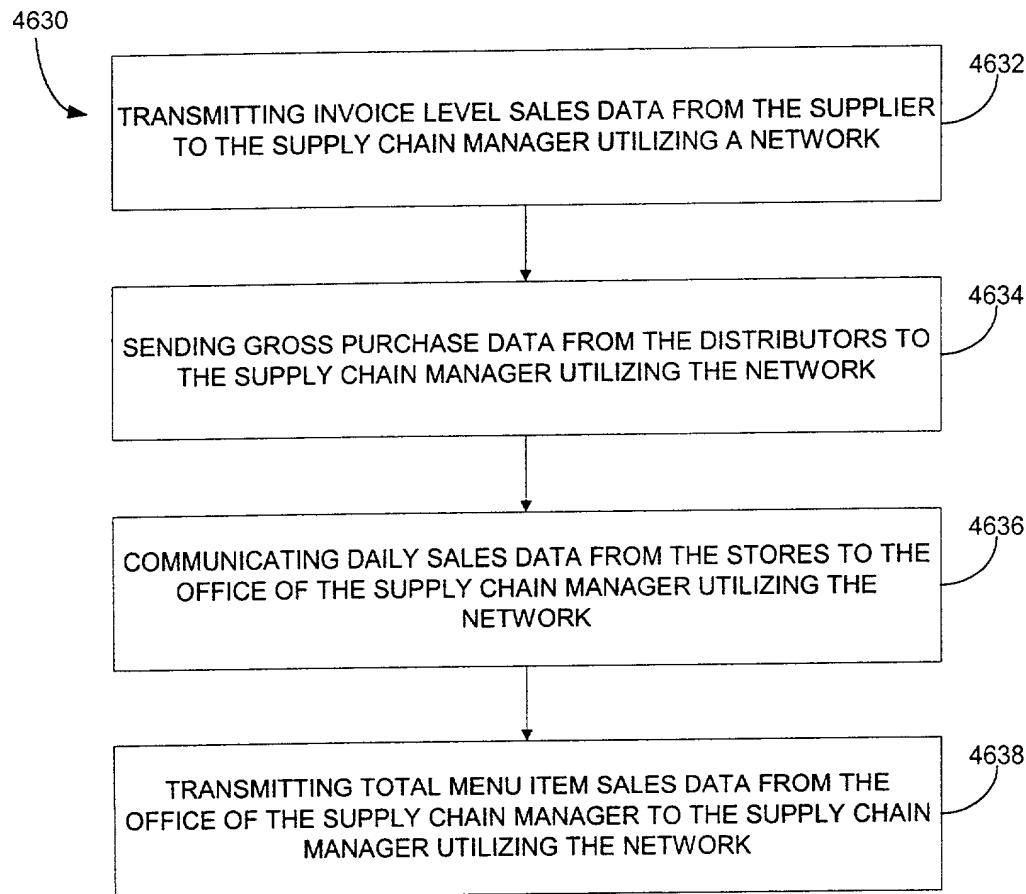


FIG. 46

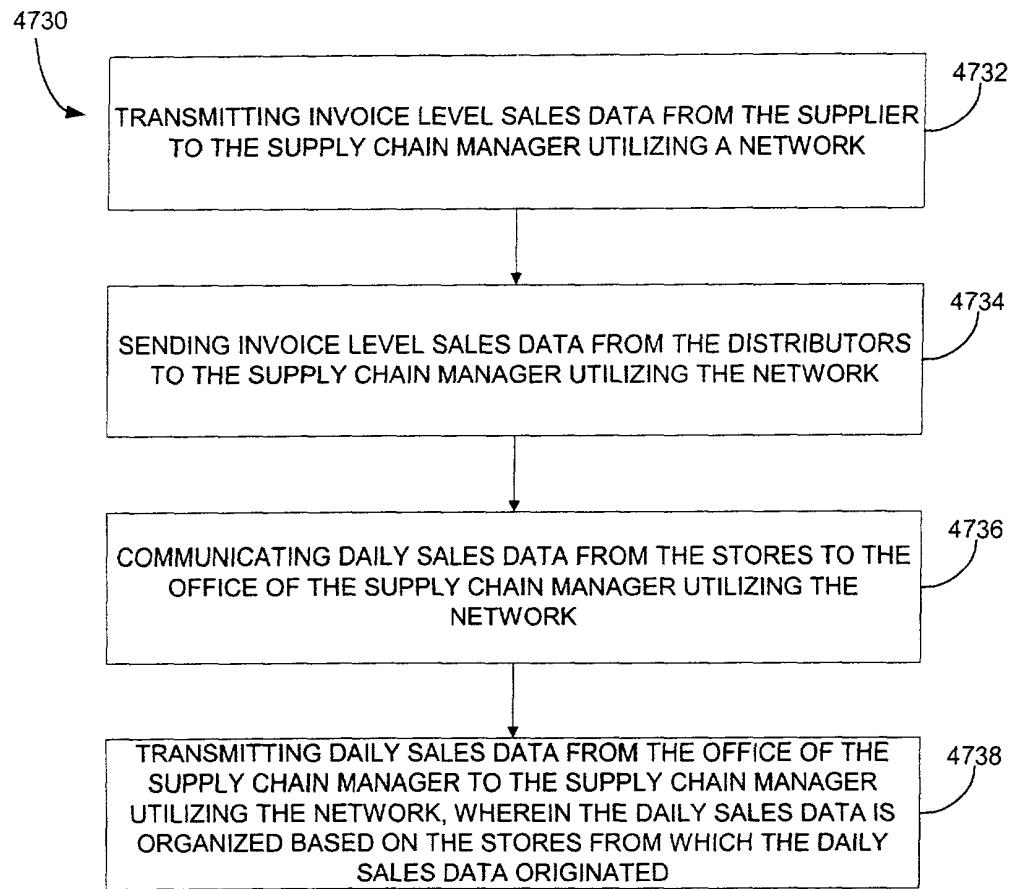


FIG. 47

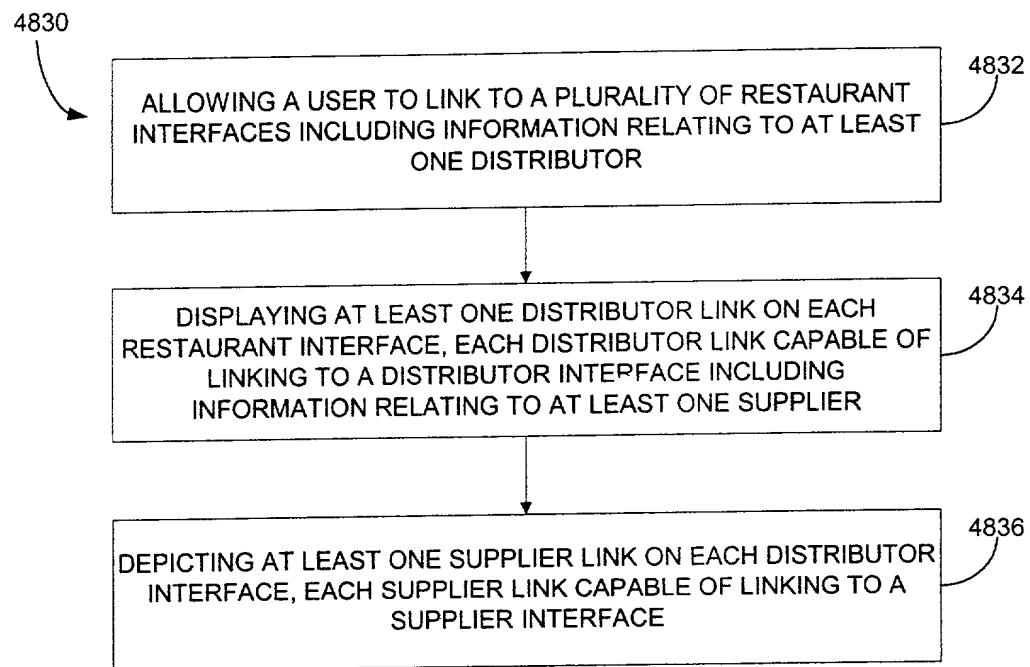


FIG. 48

File Edit View Favorites Help

Address http://www.rsiweb.com/home/index.asp

RSI

Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name Franchisee Password Enter Site Click For Help

4902

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

Contact Information
Map/Directions
General Information
Legal Information
More About RSI
Help
BkC Link
NFA Link

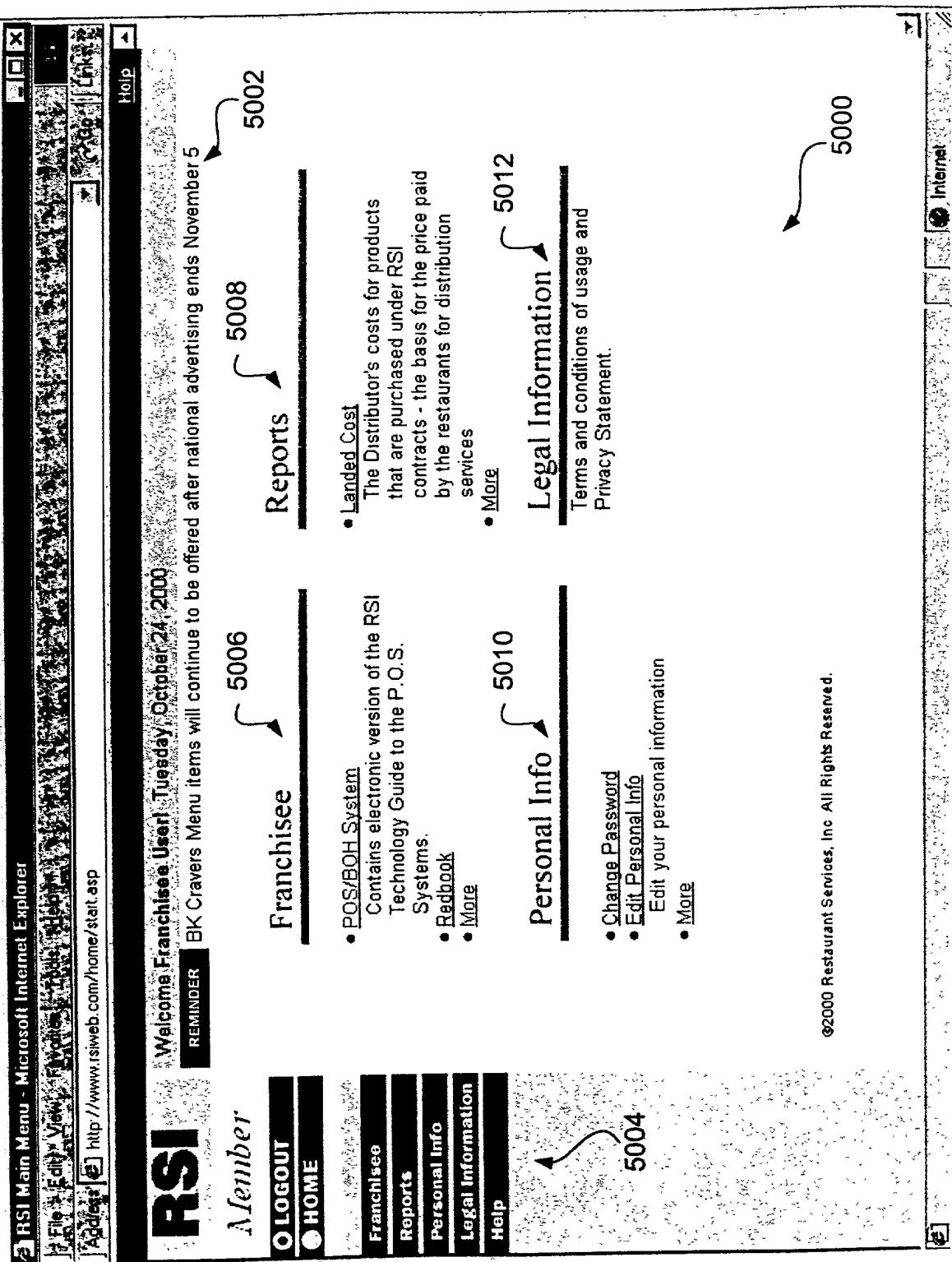
NFA

4900

Internet

FIG. 49

FIG. 50



10000000000000000000000000000000

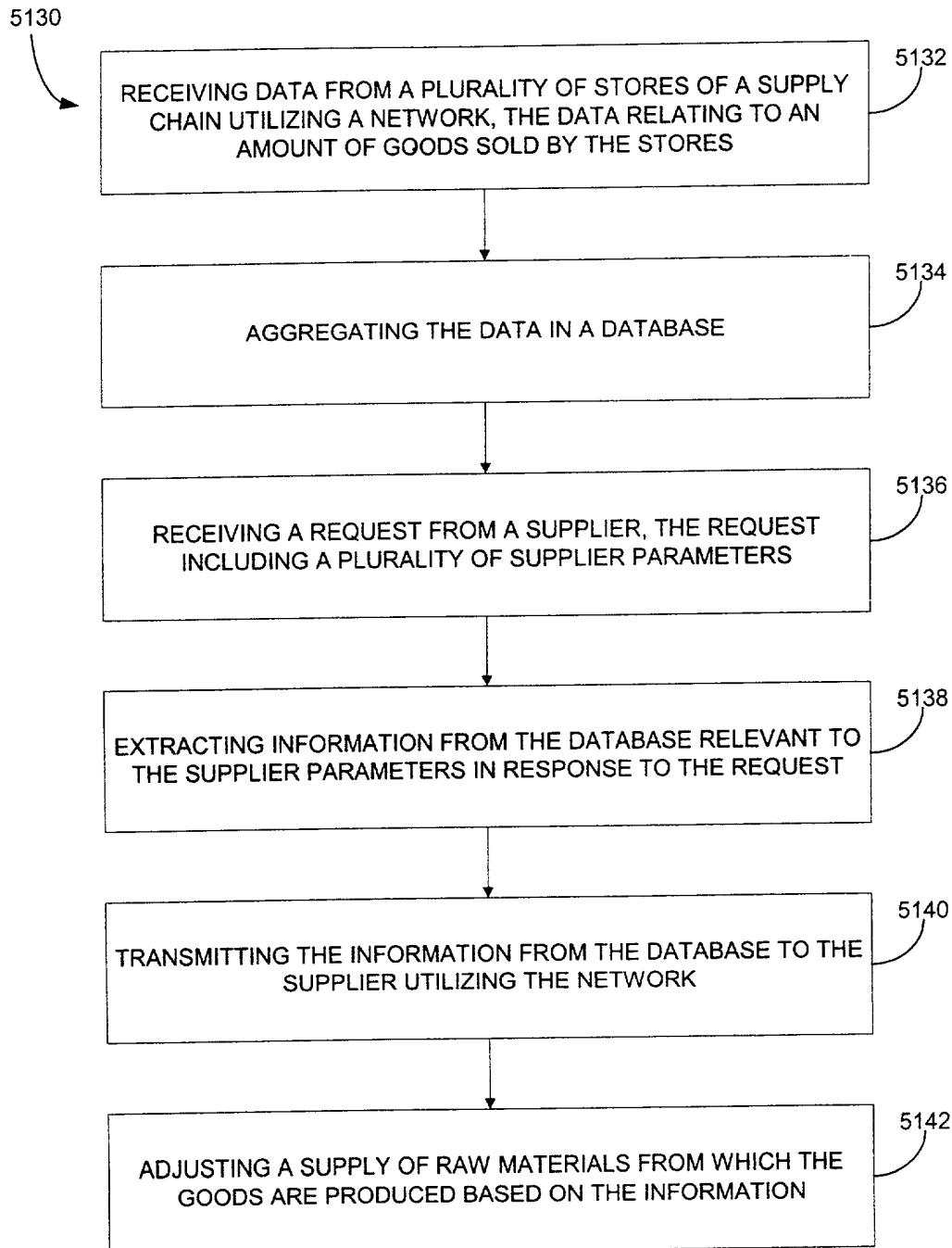


FIG. 51

100 99 98 97 96 95 94 93 92 91 90

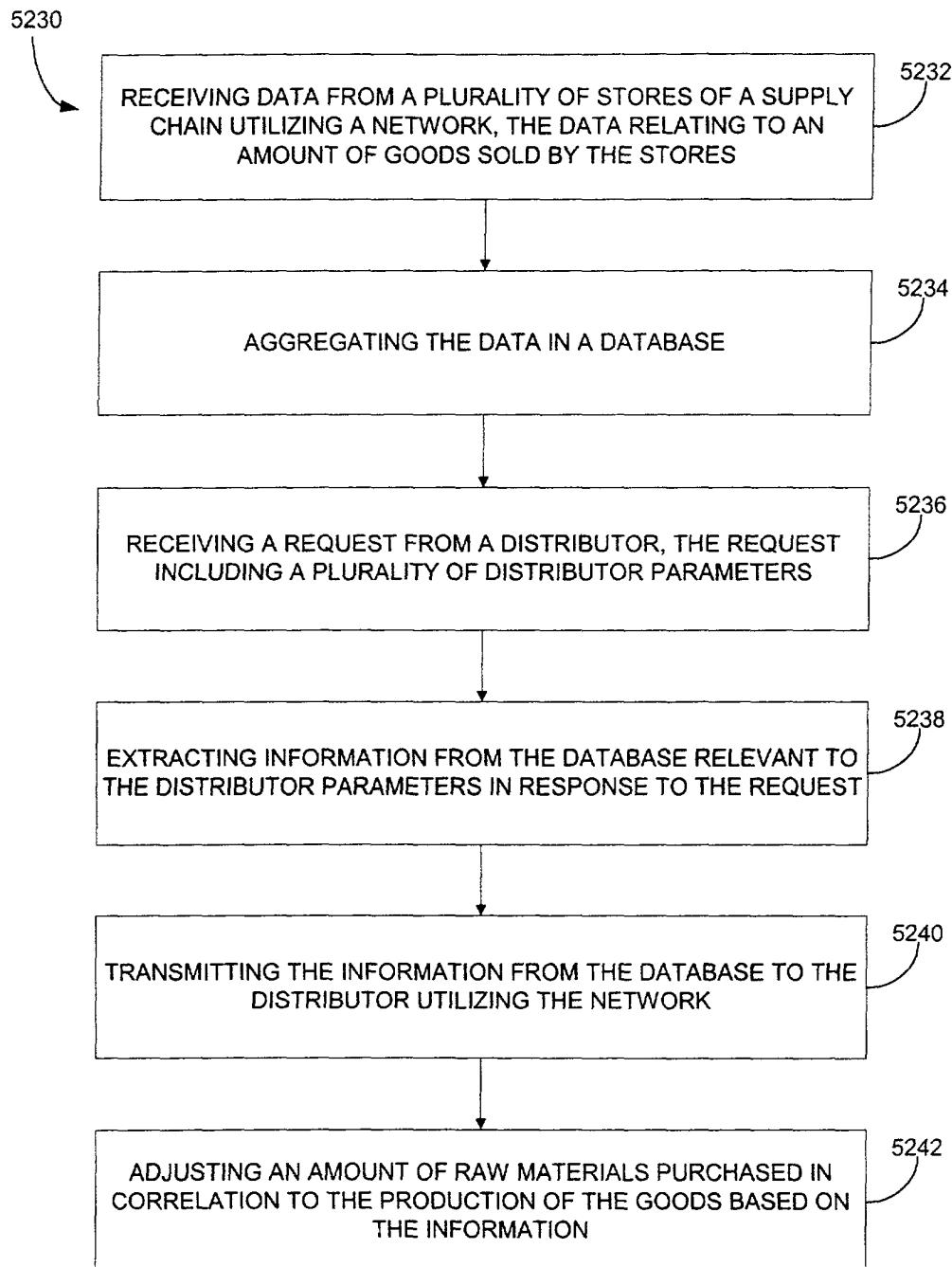


FIG. 52

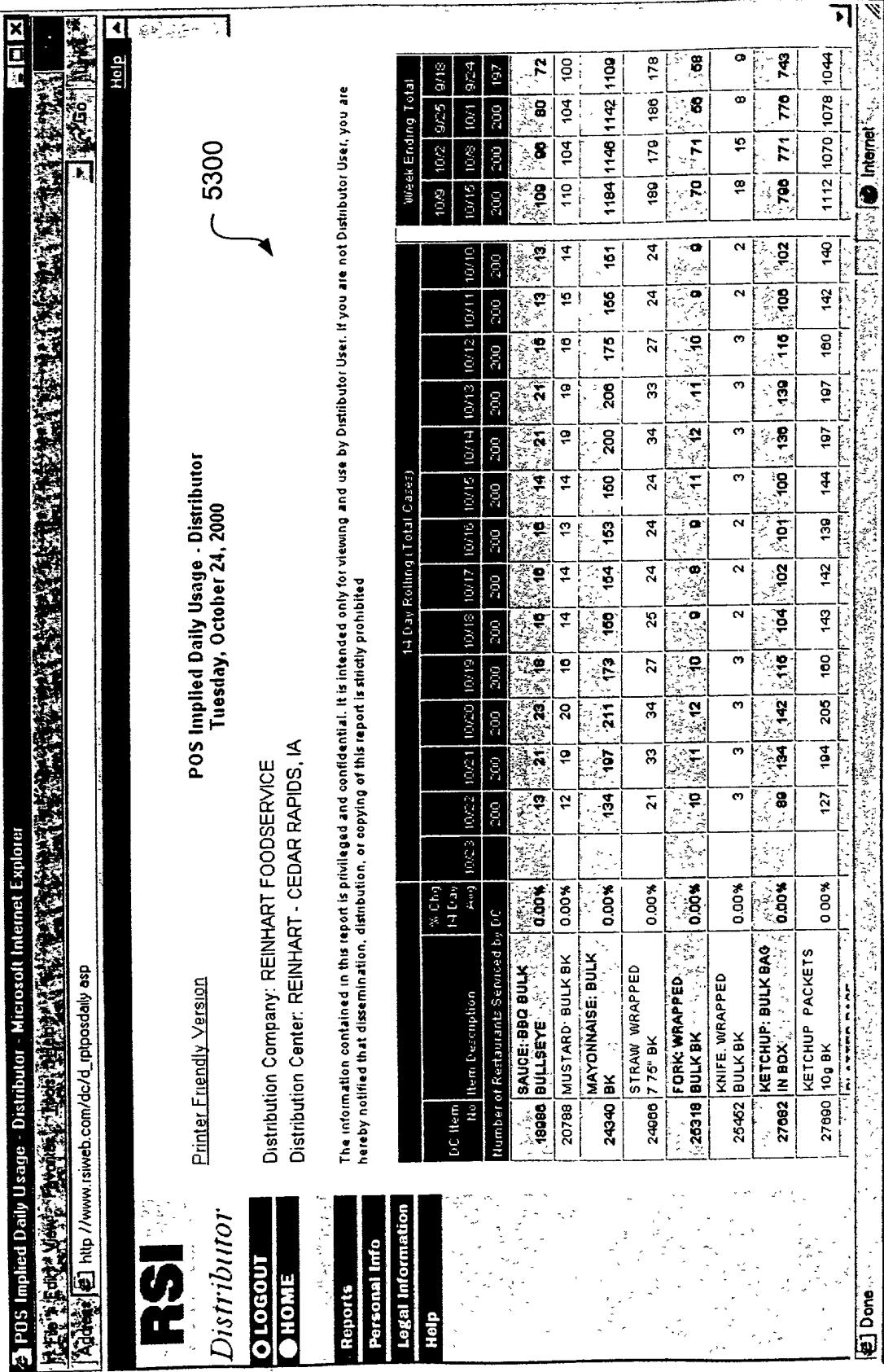


FIG. 53

FIG. 54

RSI Local DC Promotion Forecast Report - Microsoft Internet Explorer

Address [E] http://test.iilink.com/dc/d_promotiondetail.asp?dc=26576

Printer Friendly Version REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Local Promotion Option	AD	Start Date	Projected Day Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport-RMoline, IA	5/1/00	85	32	17	
	Des Moines-Ames, IA	7/10/00	85	17	28	
	Omaha, NE	7/10/00	85	17	60	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/26/00	85	99	10	
	Springfield-Decatur-Champaign, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Waterloo-Dubuque, IA	7/4/15/00	85	99	19	
	Davenport-RMoline, IA	4/15/00	99		17	
	Ottumwa-Kirkville, IA	4/15/00	99		3	
Big King Total					39	
Pancake Minis	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	6/1/00	20	85	17	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					36	

[Done] [Internet]

FIG. 55

RSI

Landed Cost Report

Member Restaurant Number: 0003473 Date: 10/22/00 Retrieve

Logout Home

Franchisee Restaurant Landed Cost Verification Report

Printer Friendly Version

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 105'	\$21.27	\$1.57	\$22.84
12800	3656	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$6.87	\$1.57	\$7.44
16980	389	SAUCE-BULK-KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 3 GAL	\$8.45	\$1.57	\$9.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	68	SAUCE-BULK MAYONNAISE	\$7.91	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done Internet

FIG. 56

5730 5732 5734 5736 5738 5740

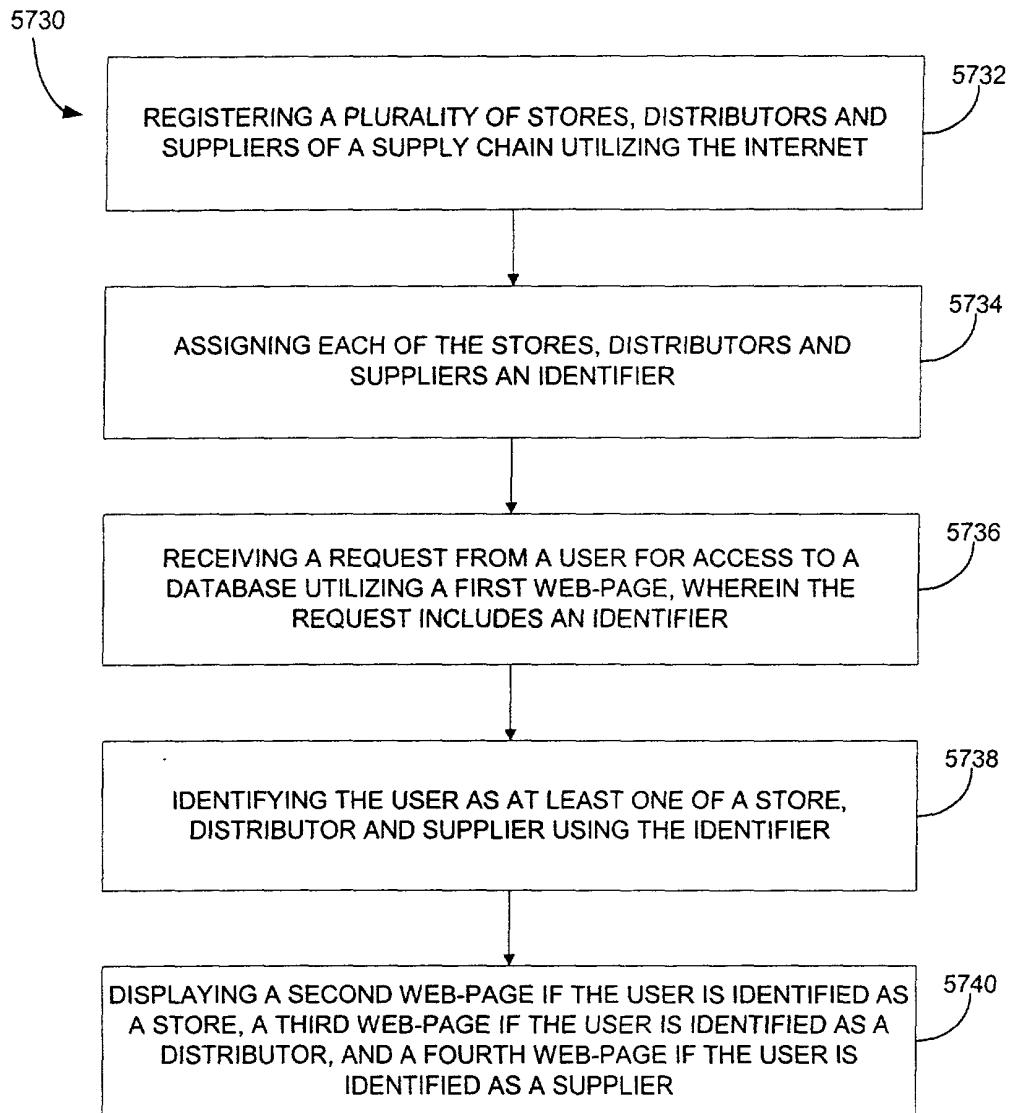


FIG. 57

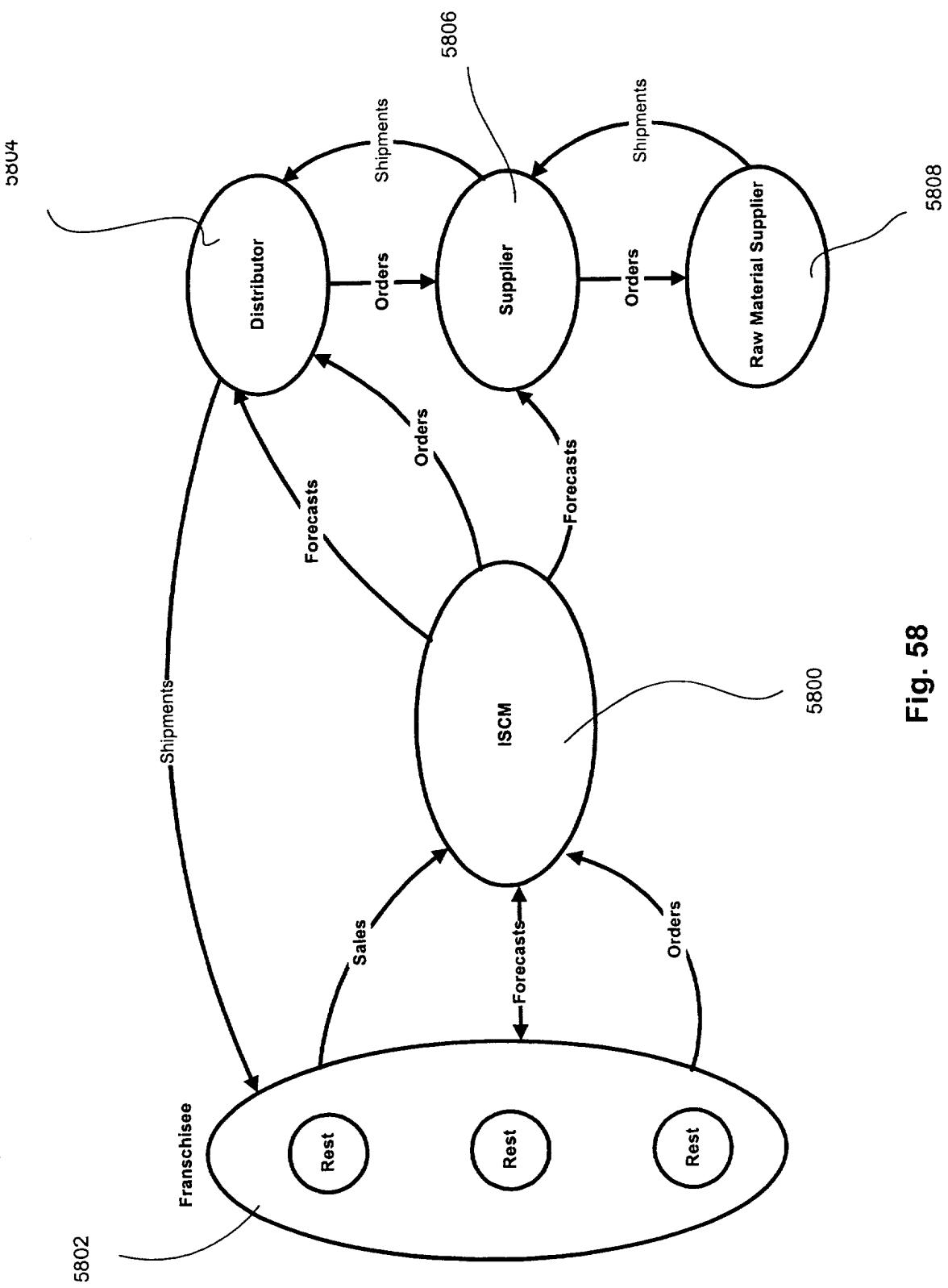


Fig. 58

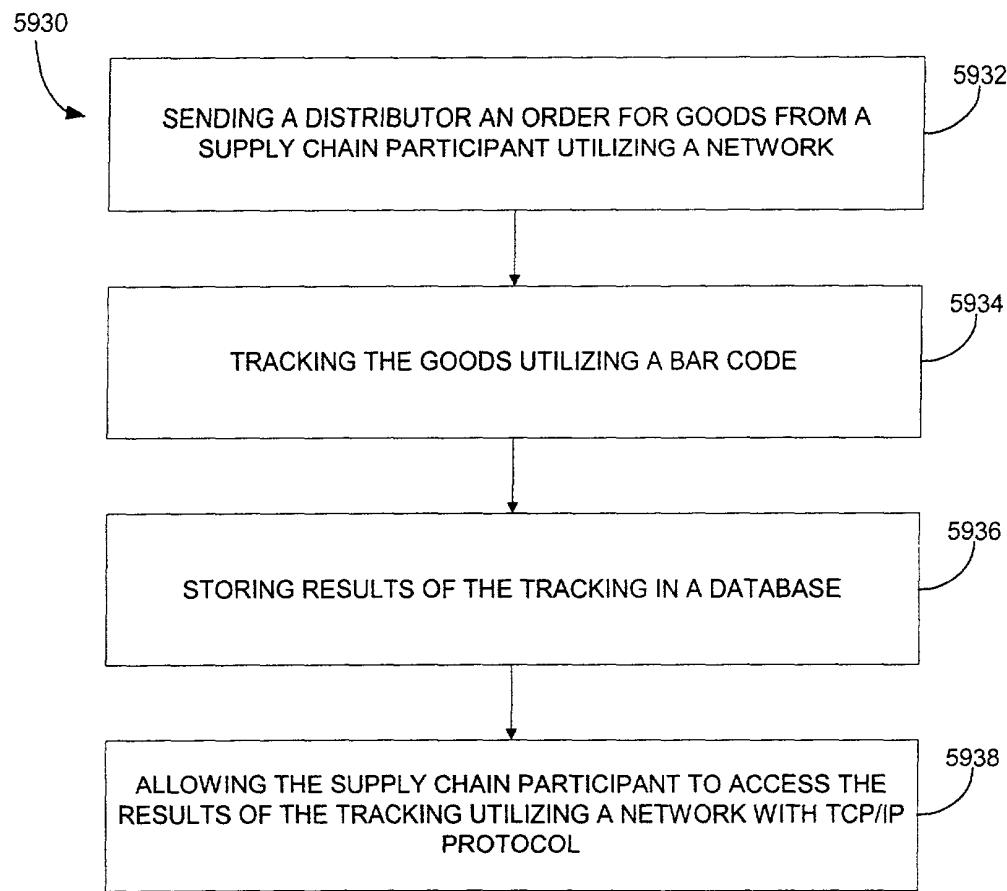


FIG. 59

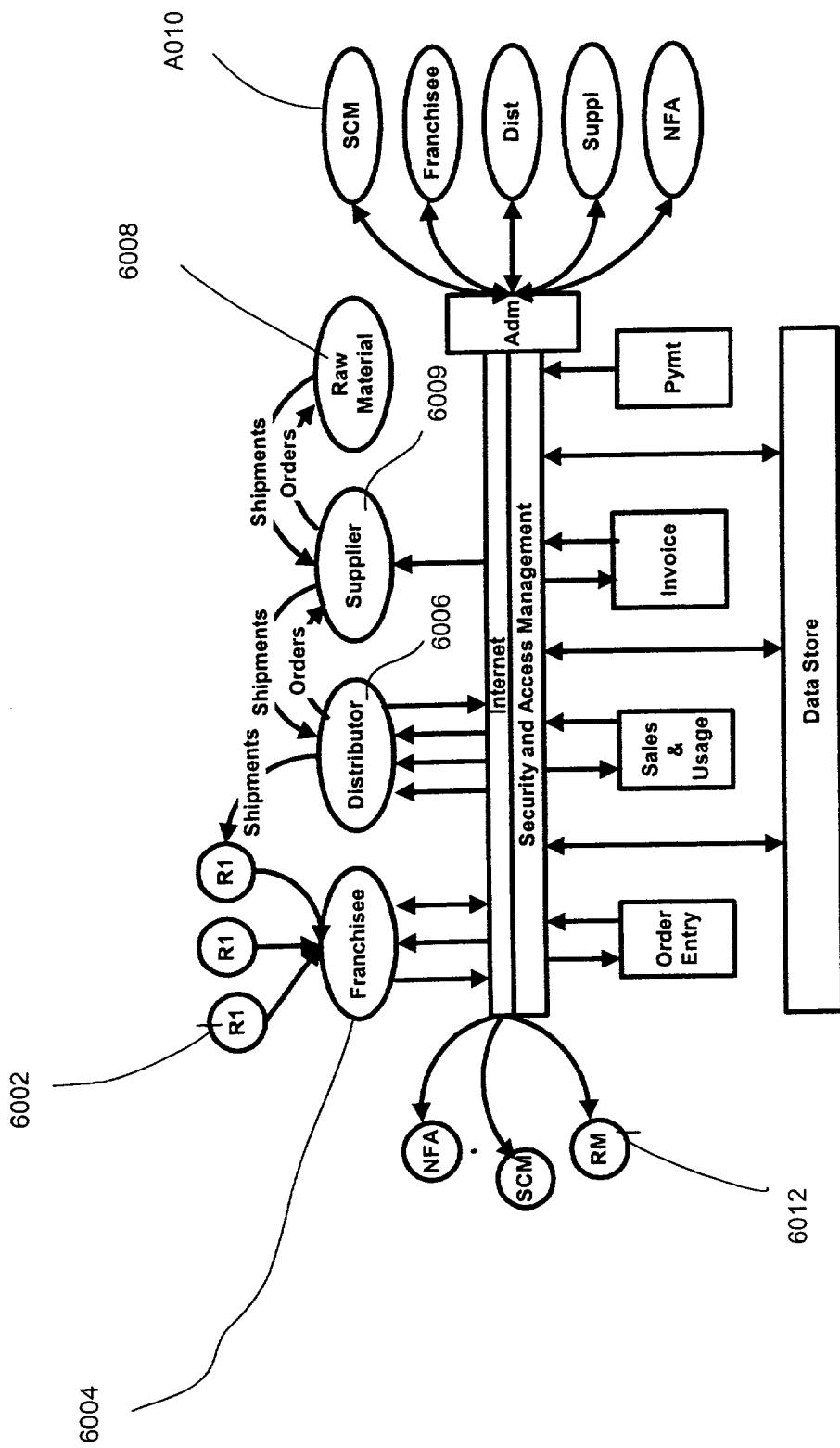


Fig. 60

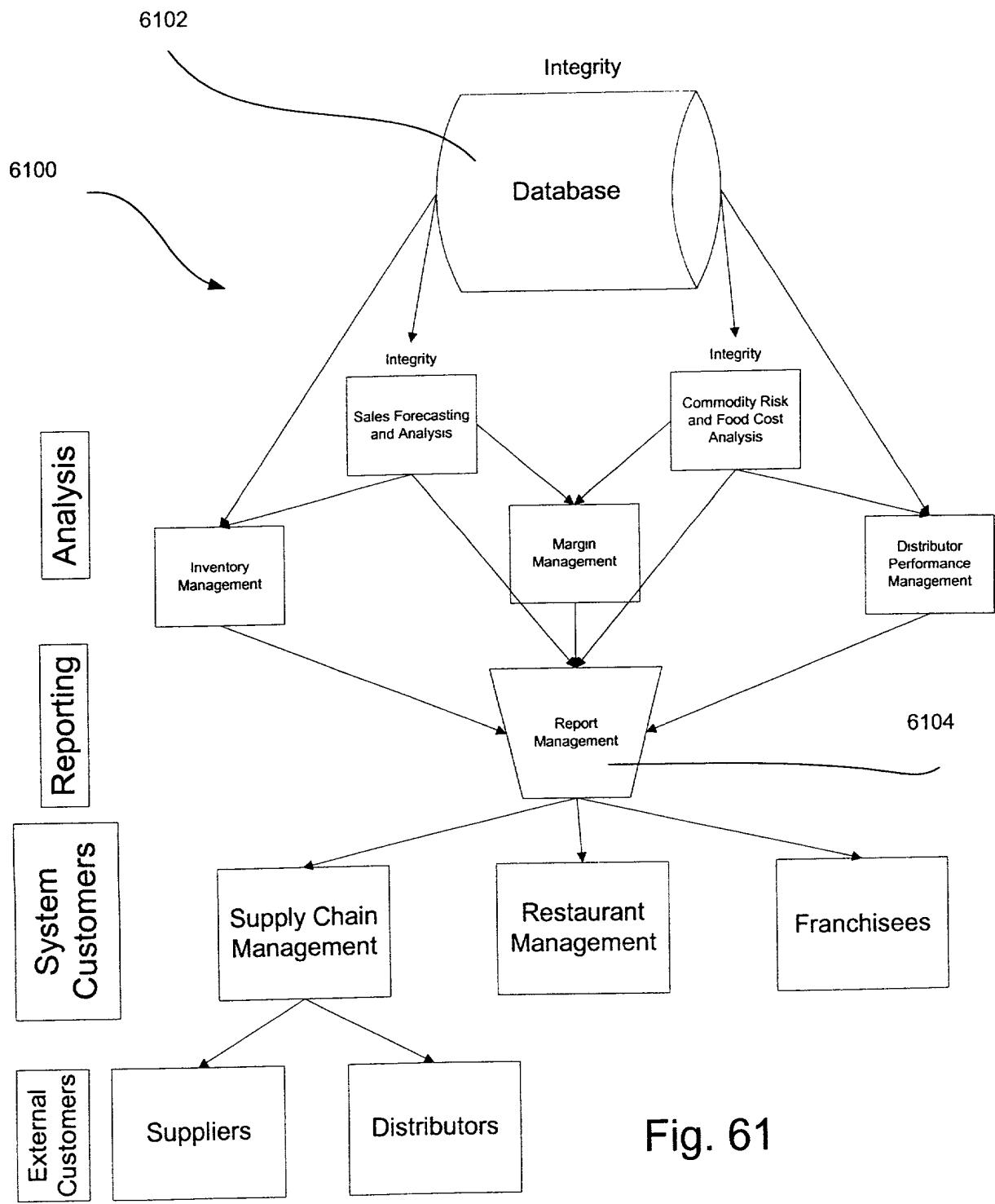


Fig. 61

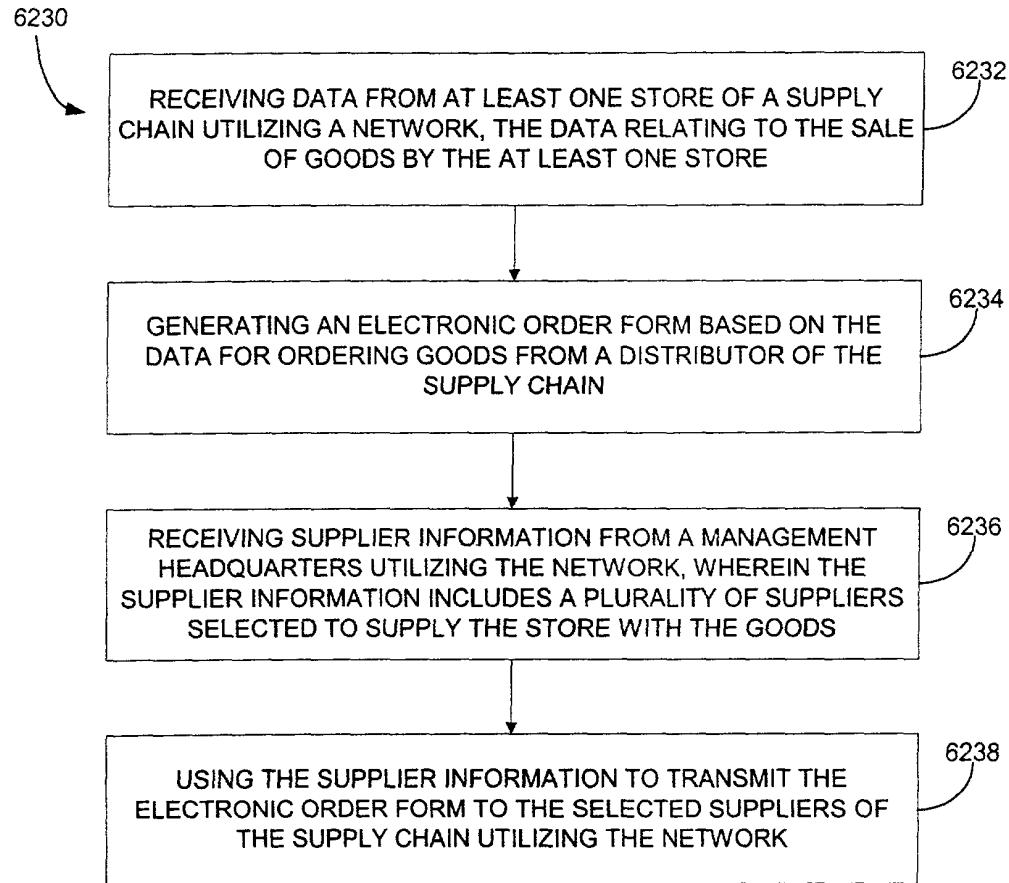


FIG. 62

6300

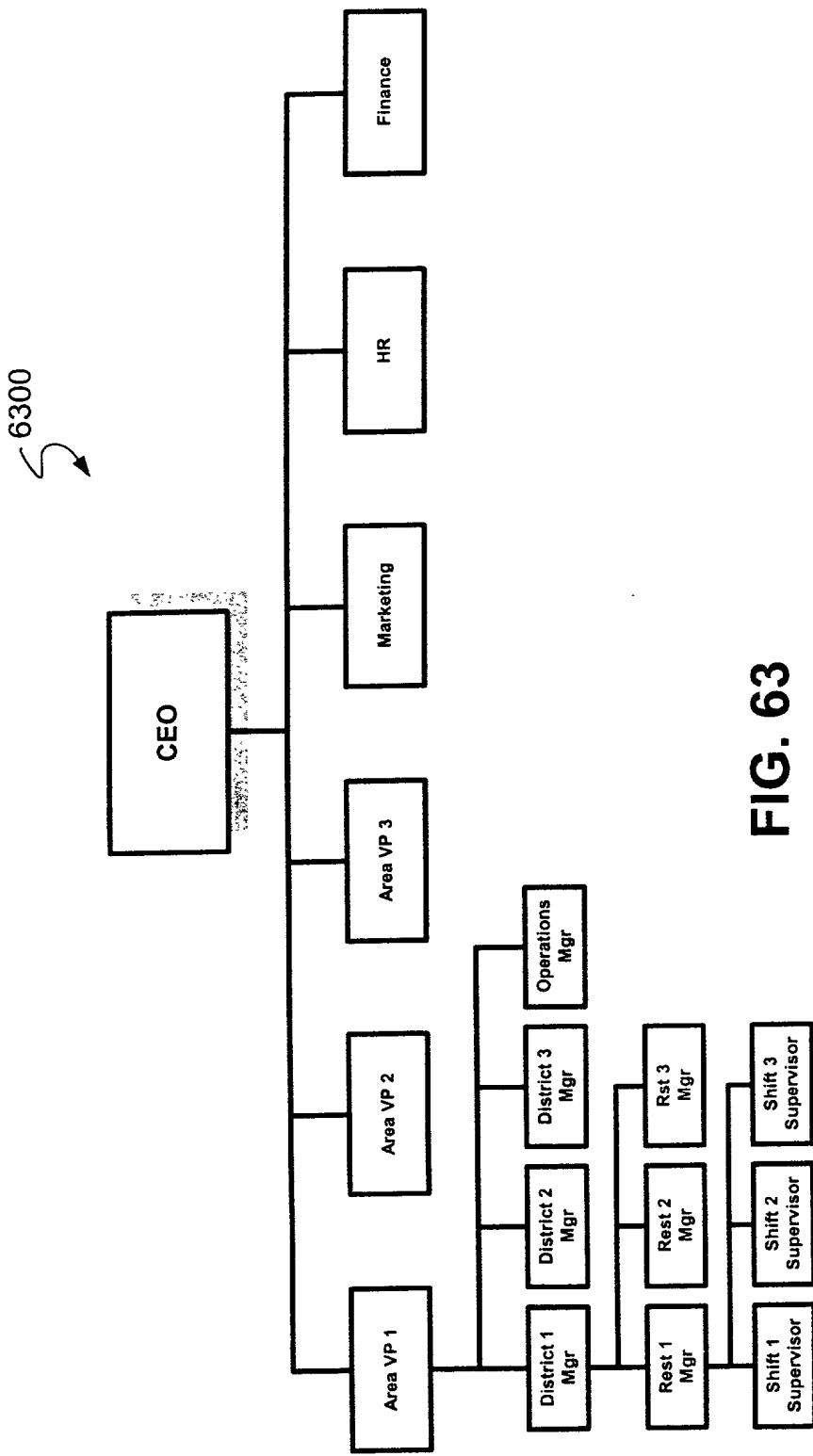


FIG. 63

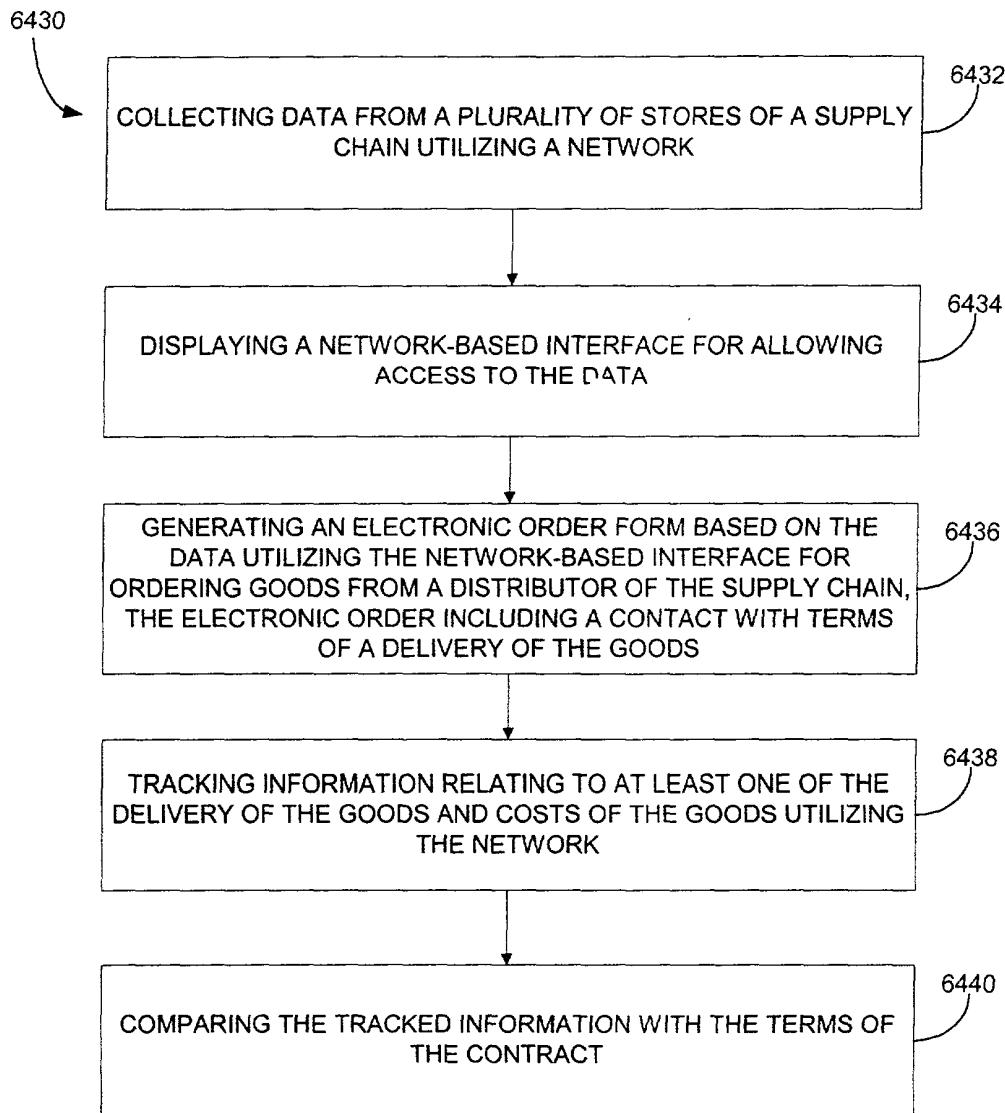


FIG. 64

00 00 00 00 00 00 00 00 00 00 00 00 00 00 00

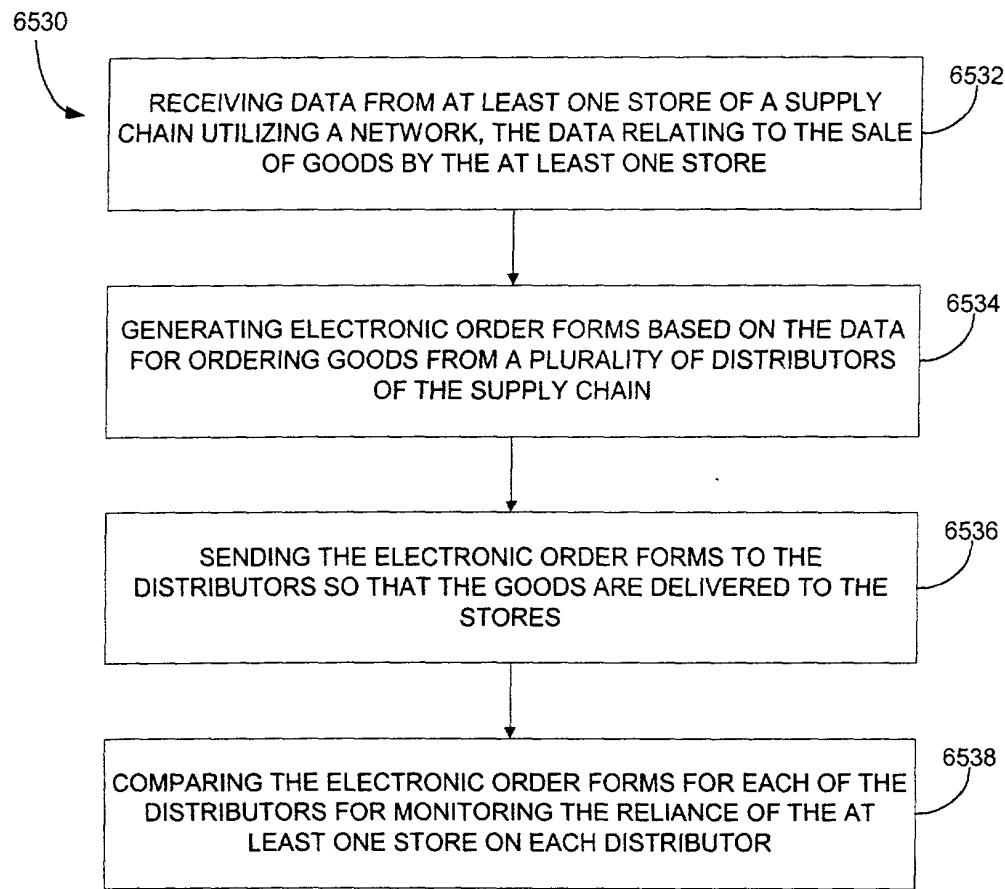


FIG. 65

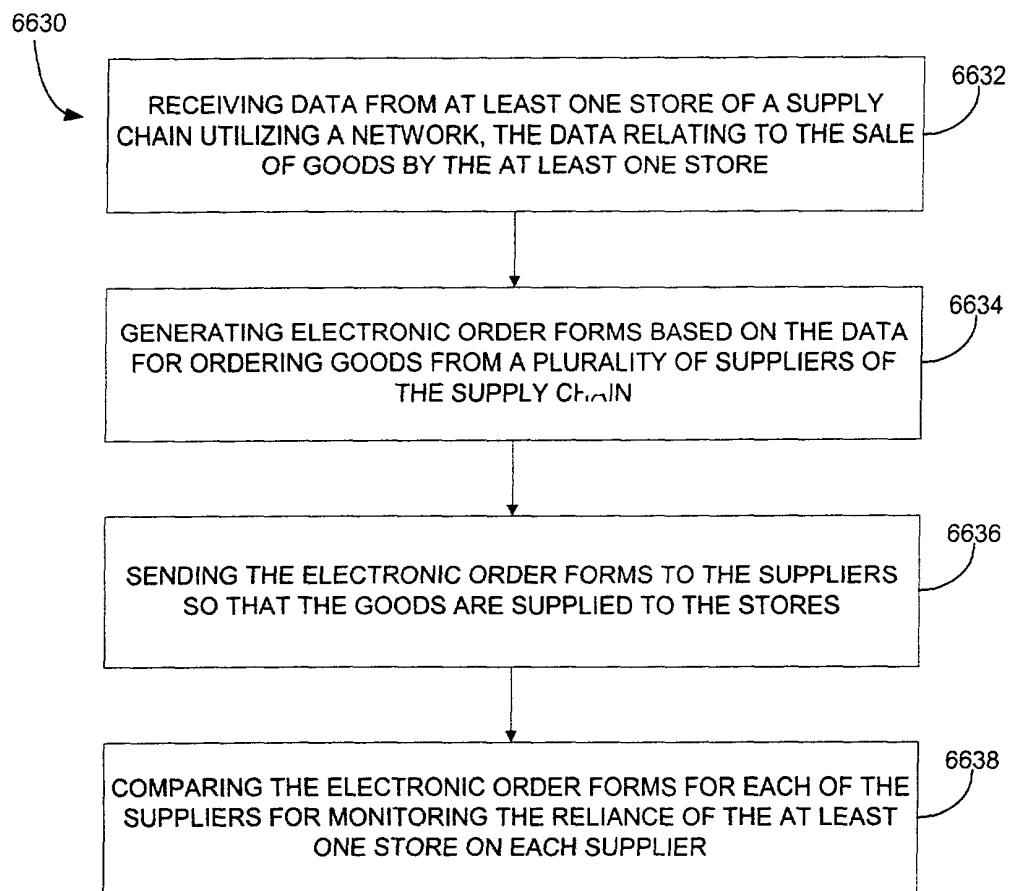


FIG. 66

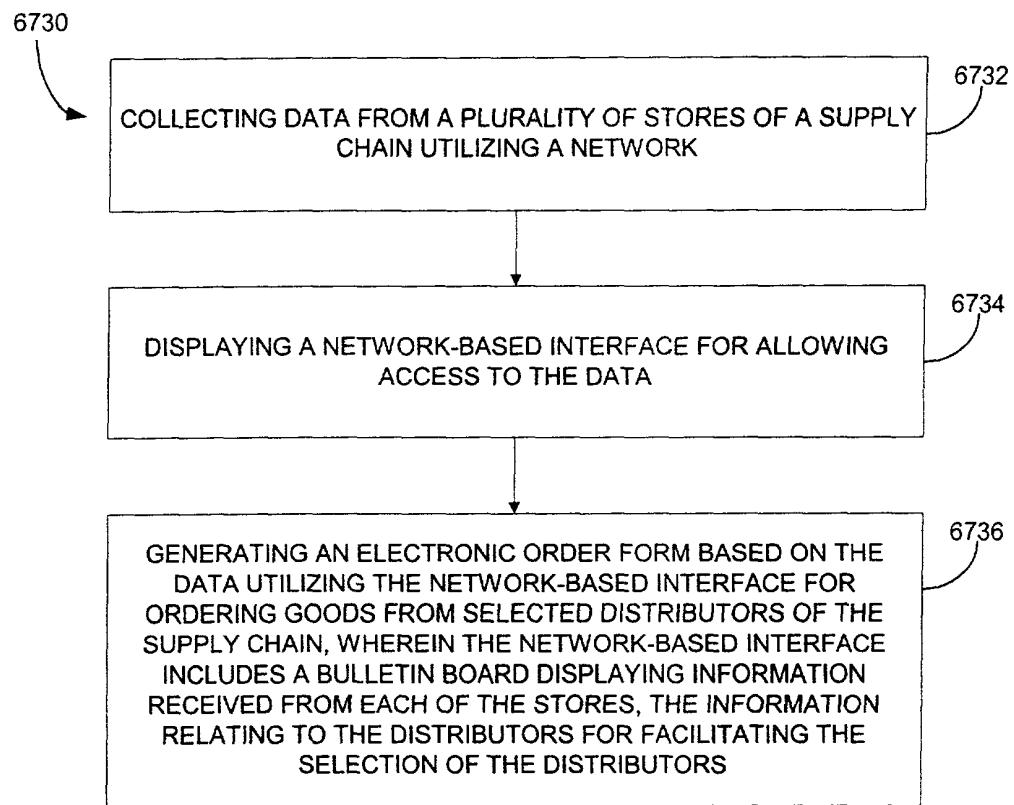


FIG. 67

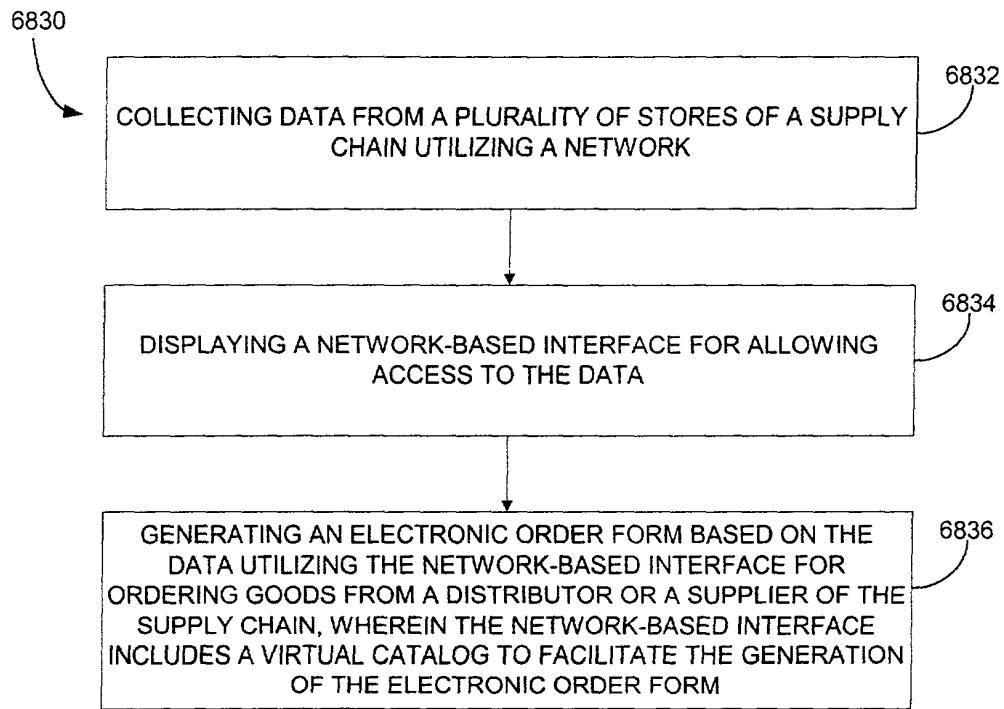
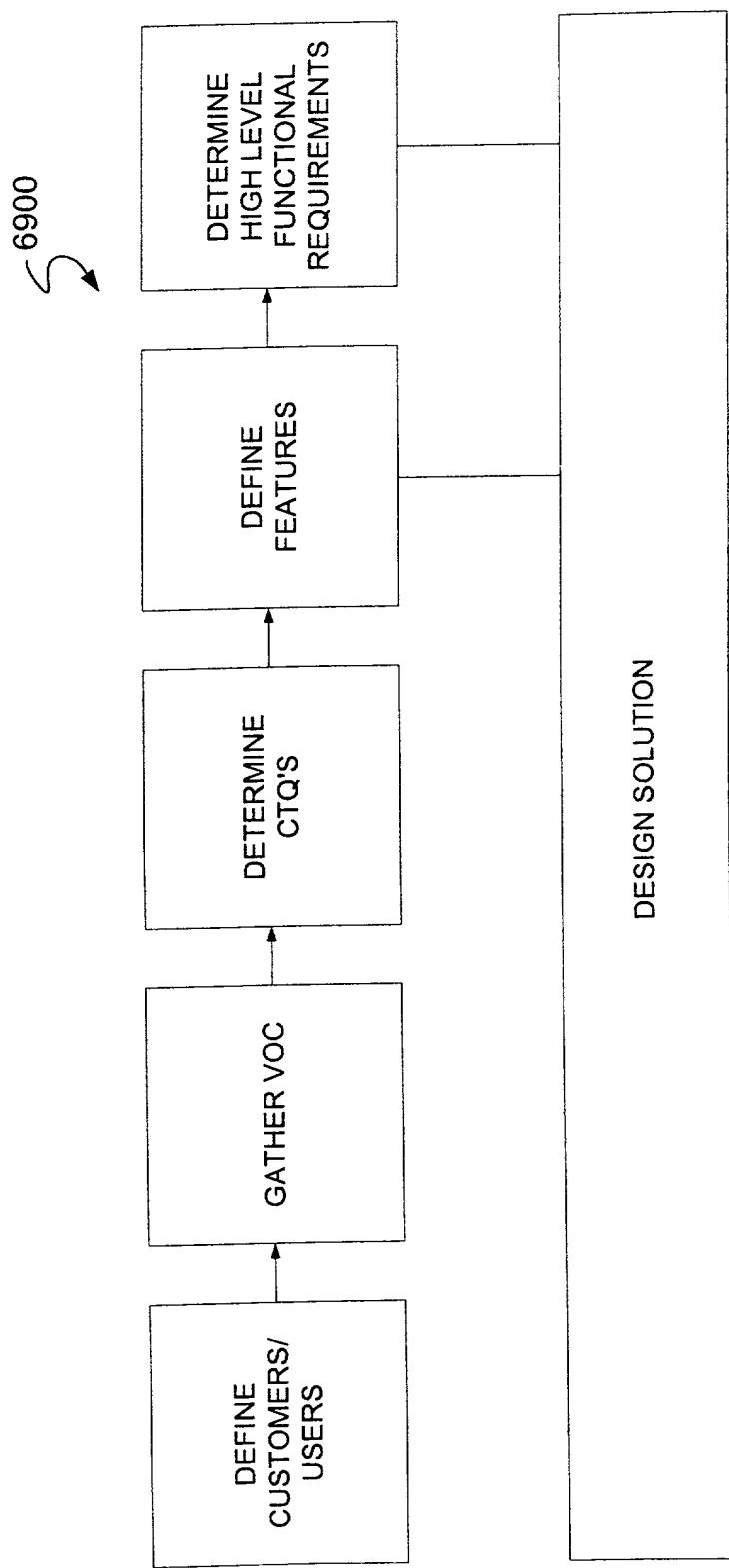


FIG. 68

FIG. 69



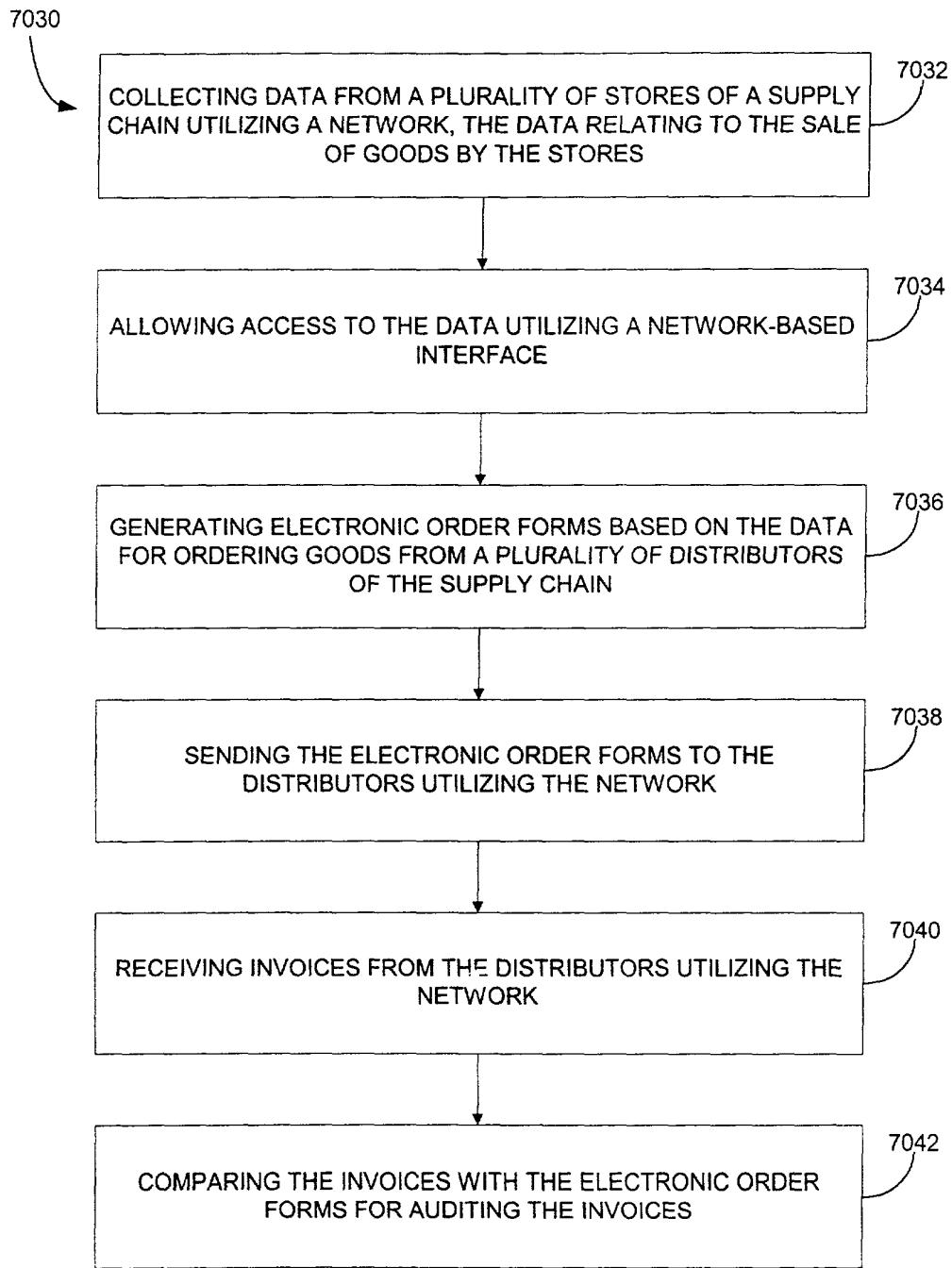


FIG. 70

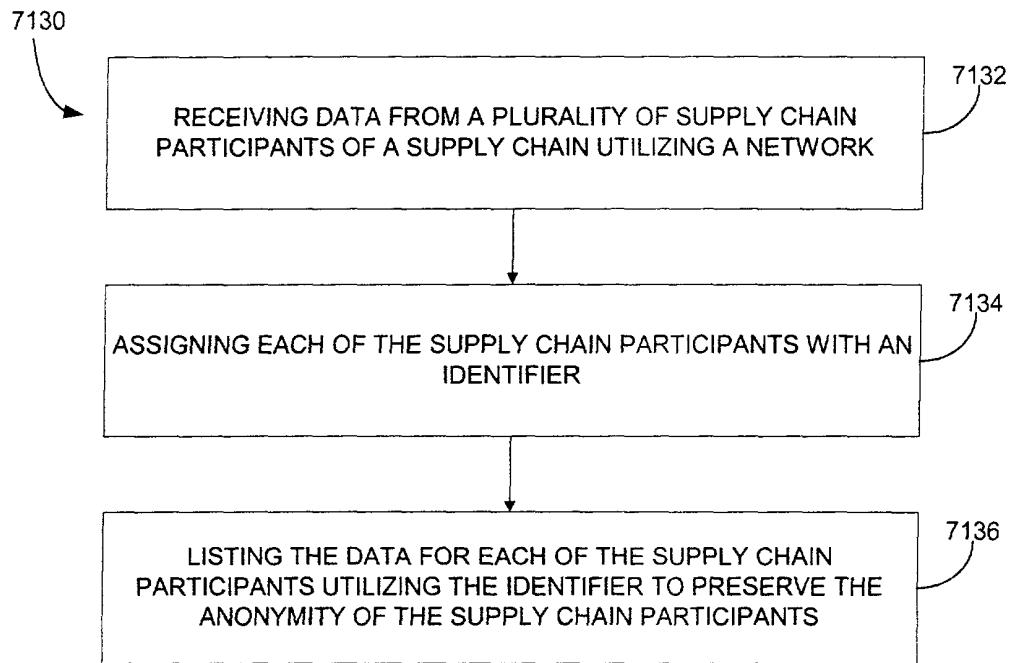


FIG. 71

TOP SECRET//COMINT

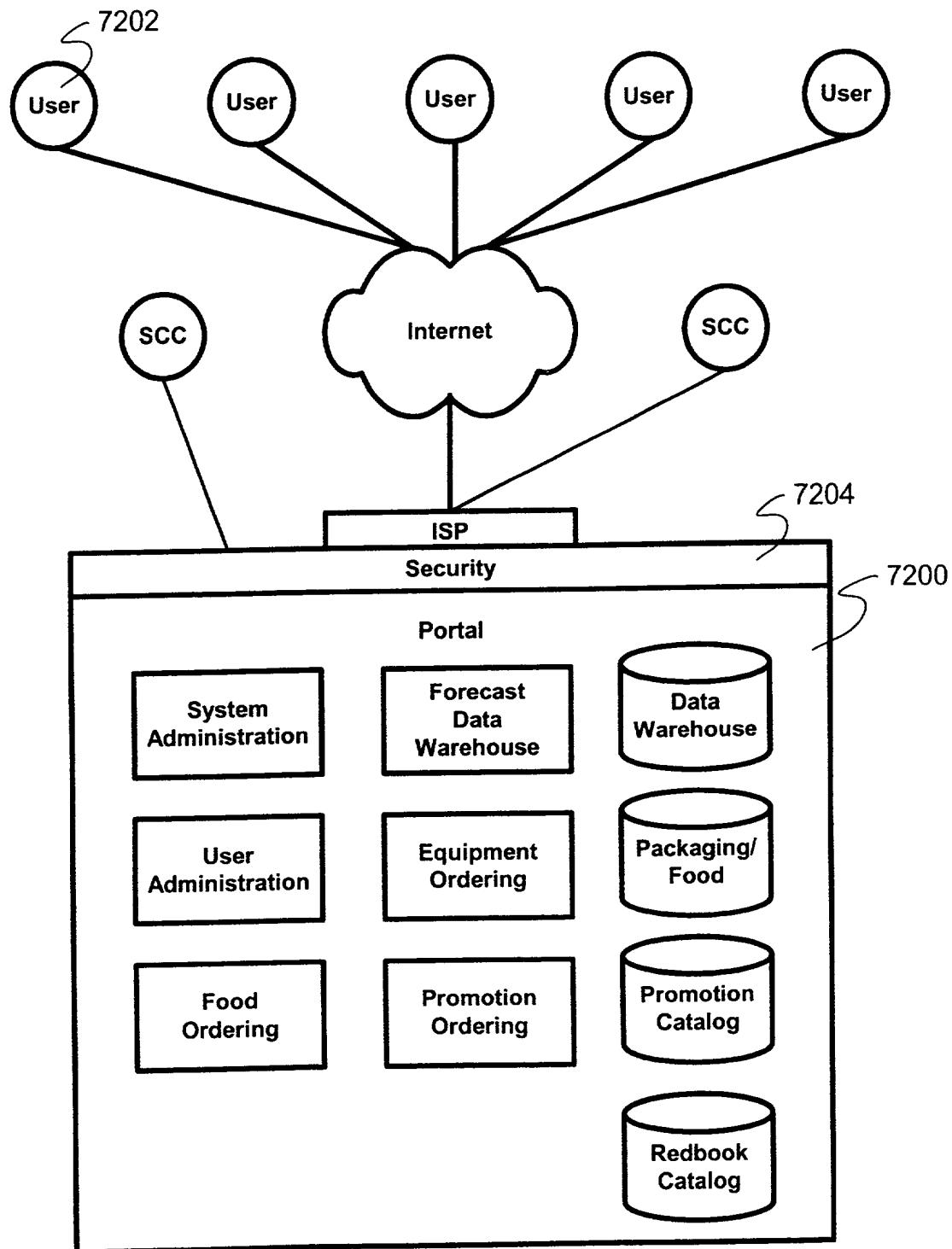


FIG. 72

FIG. 73

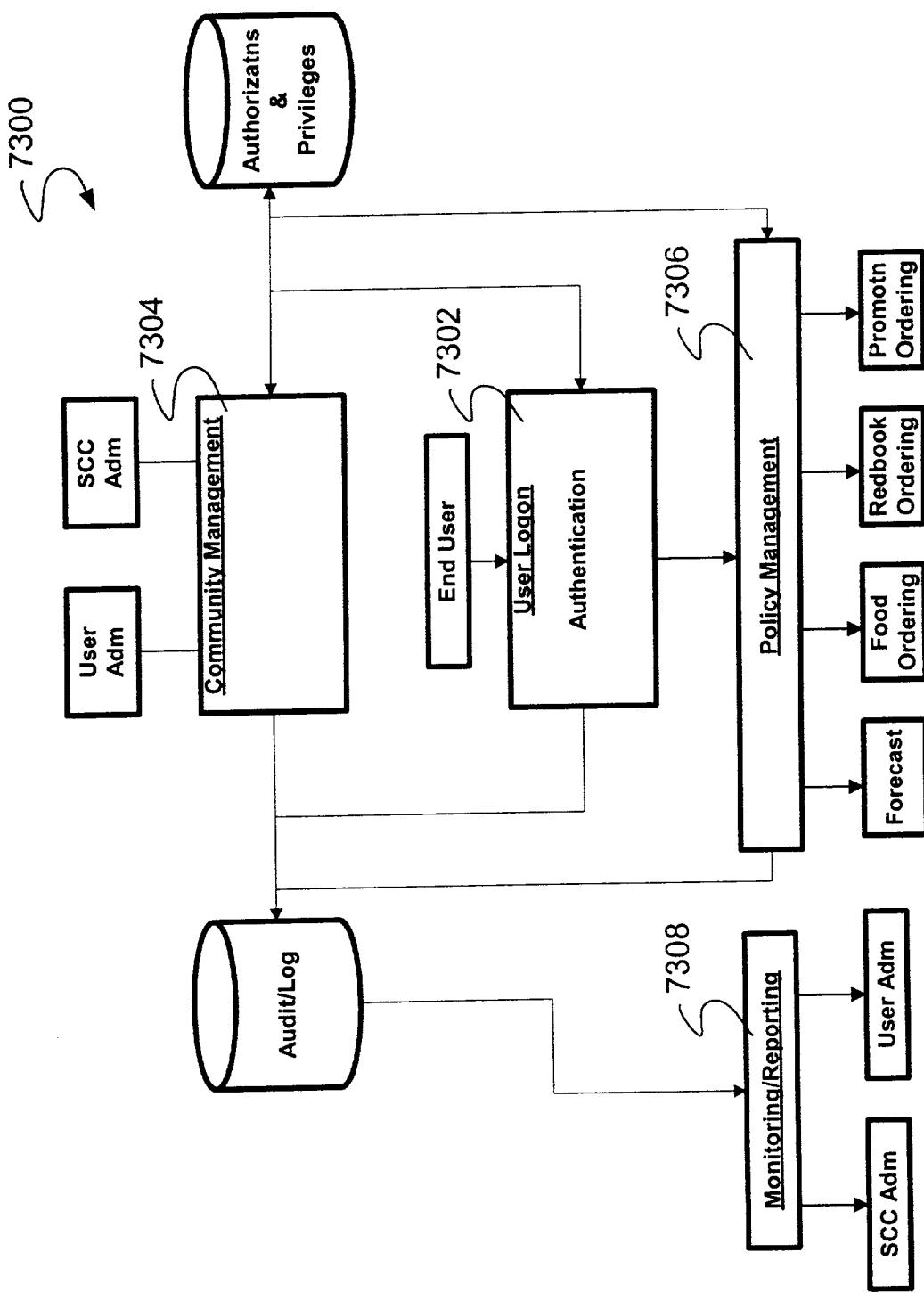
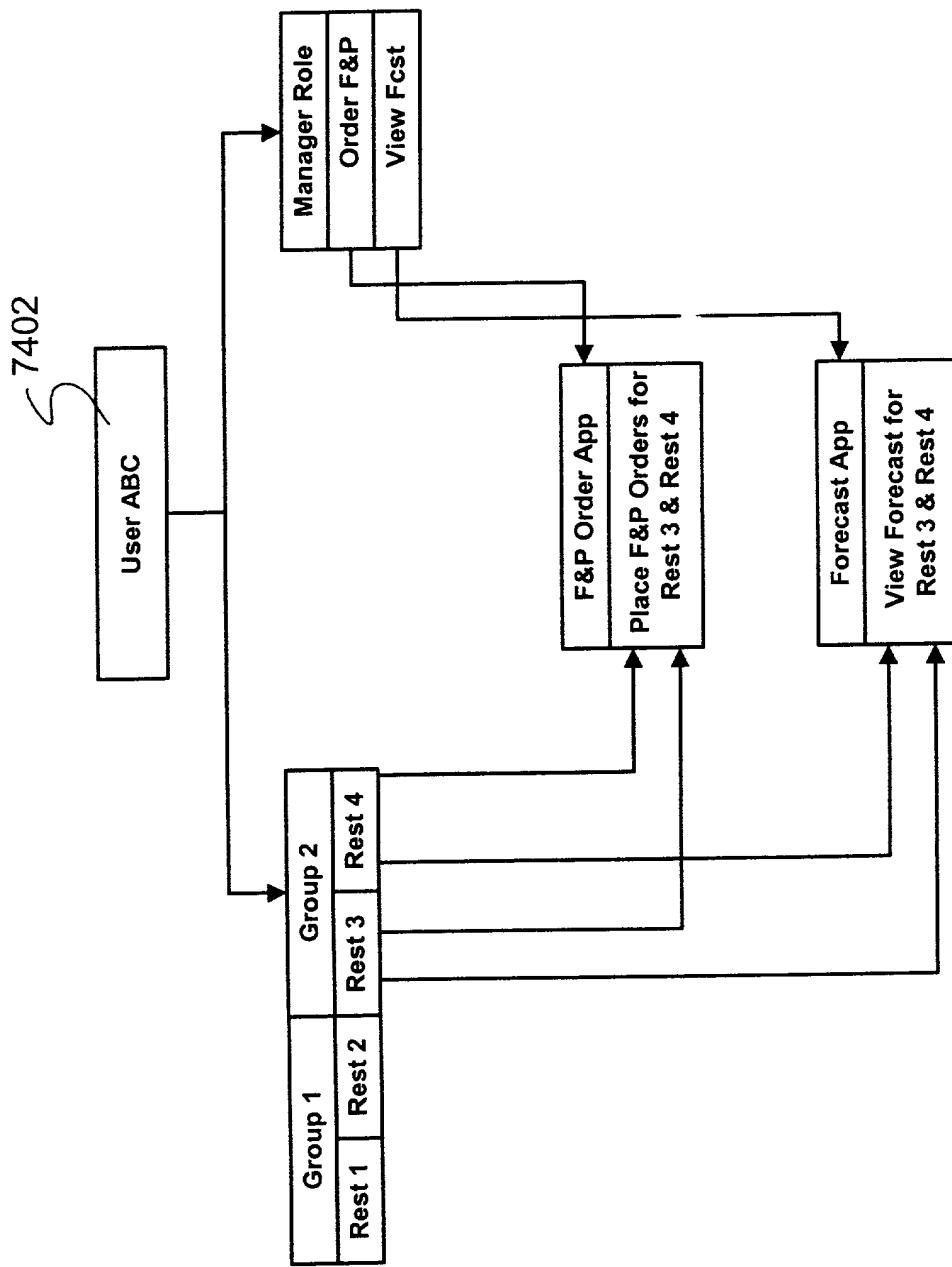


FIG. 74



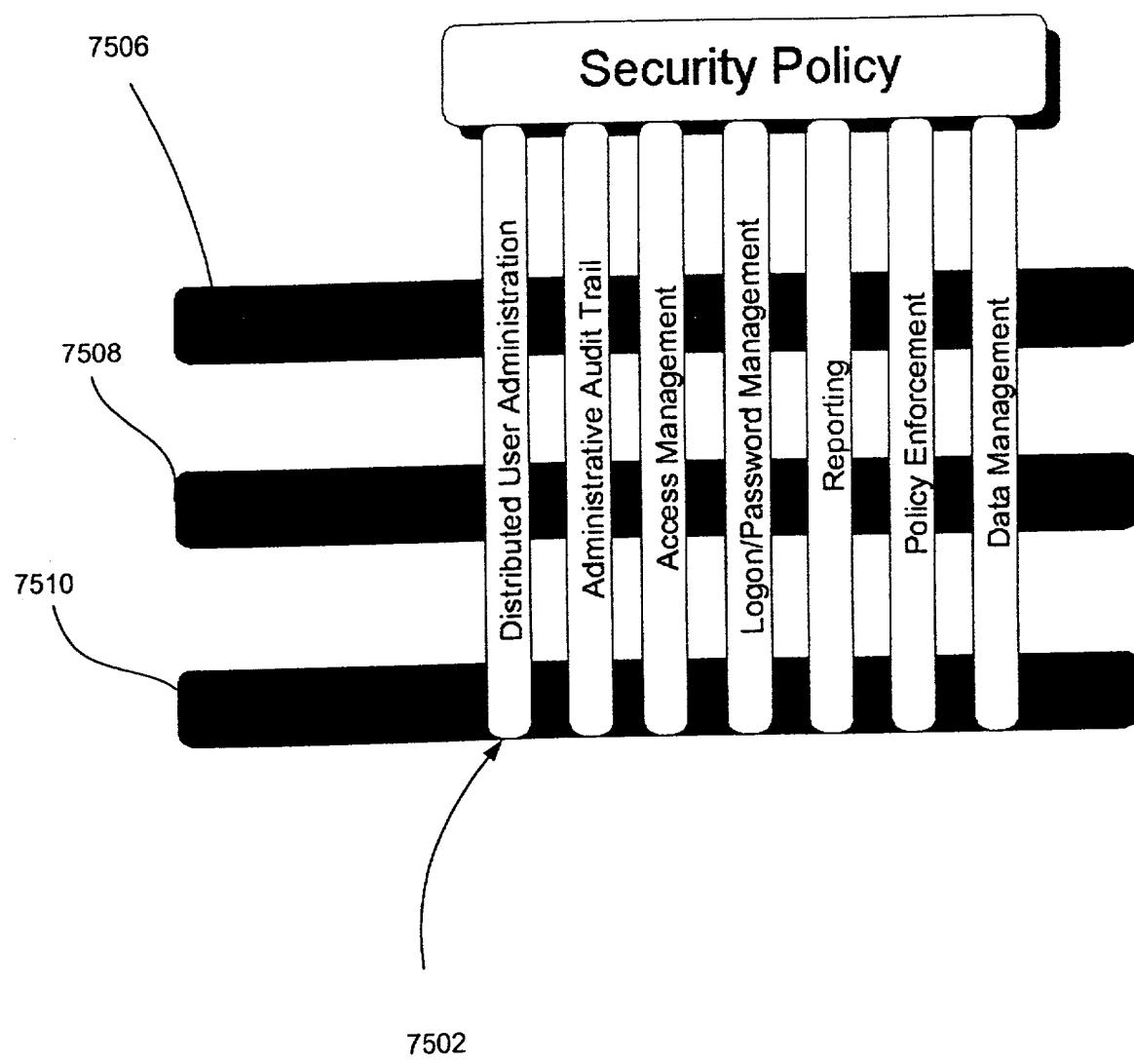


Fig. 75

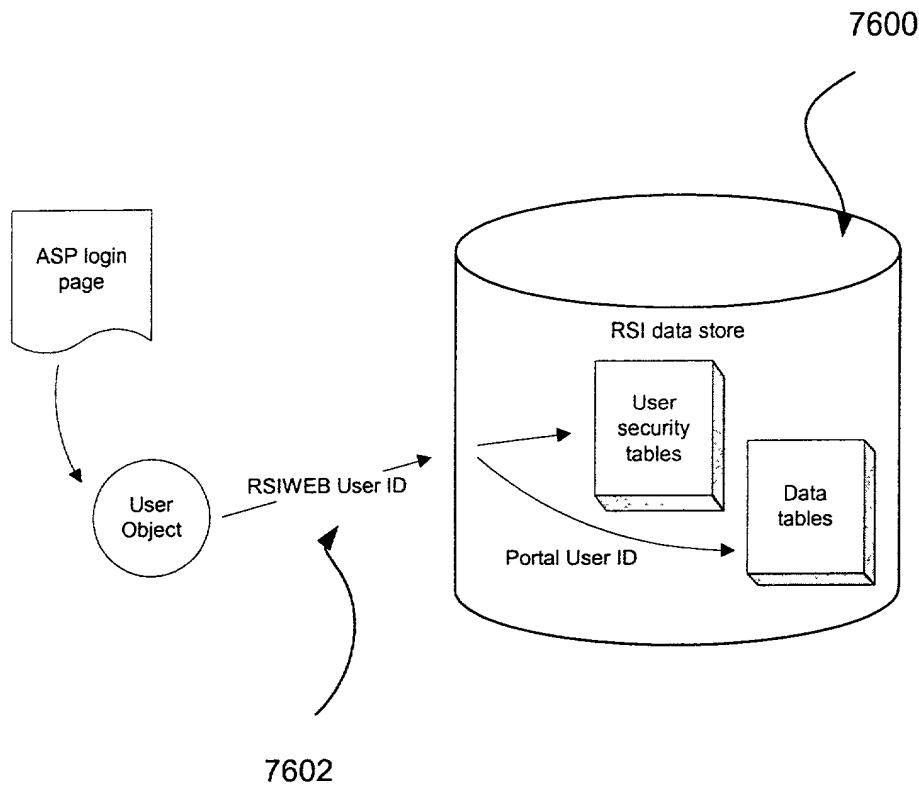


Fig. 76

7702 7704 7700

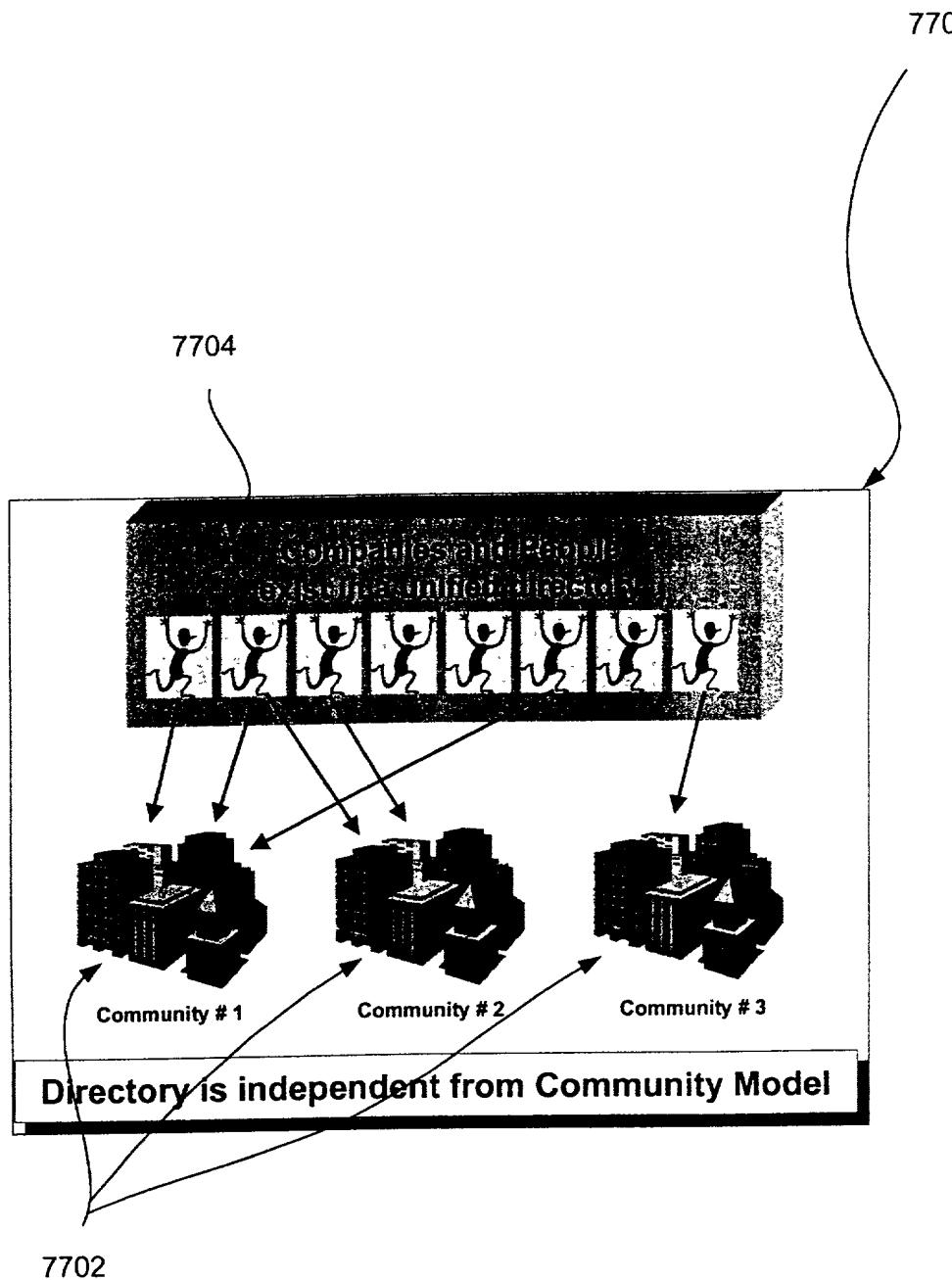


Fig. 77



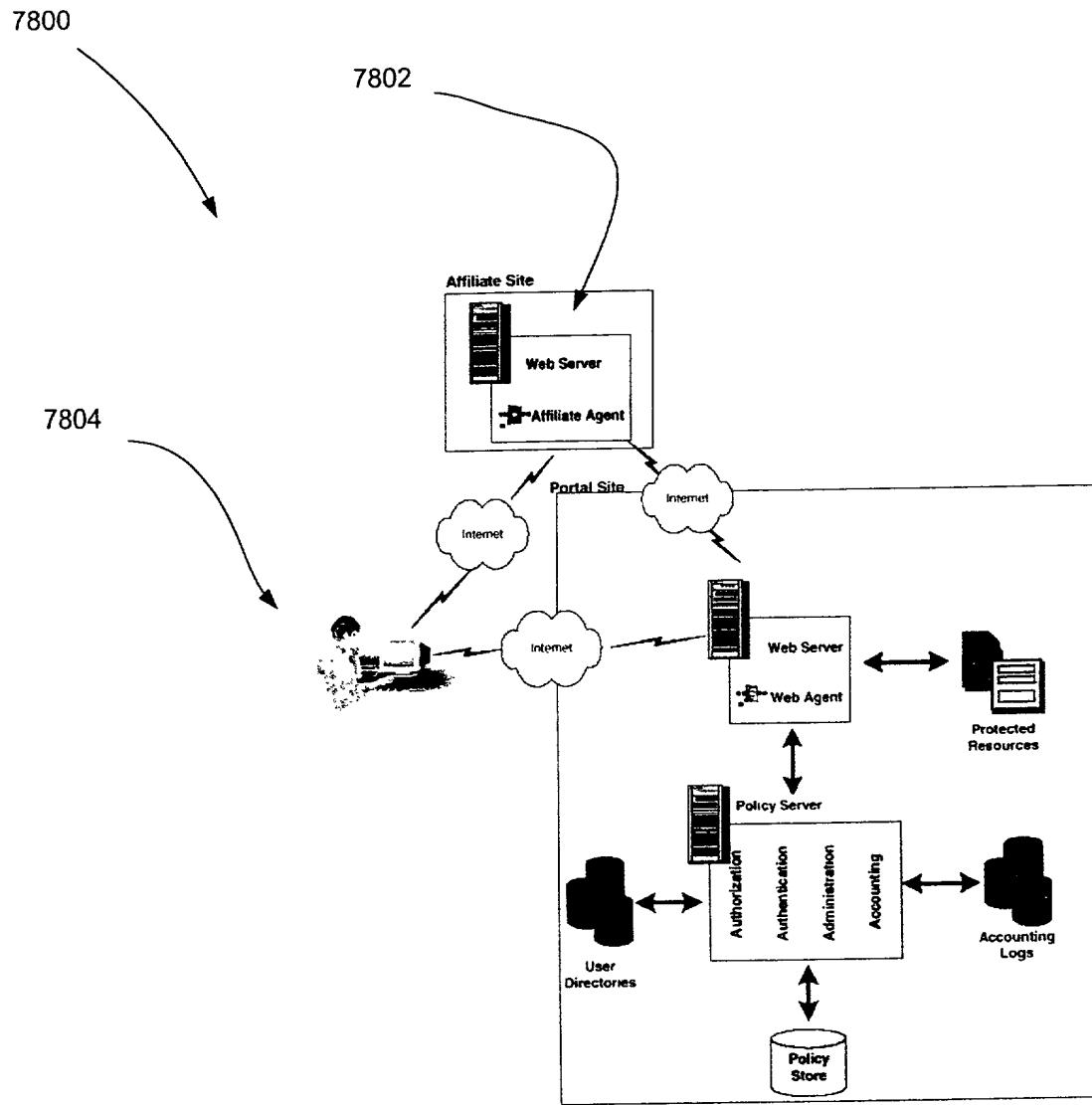
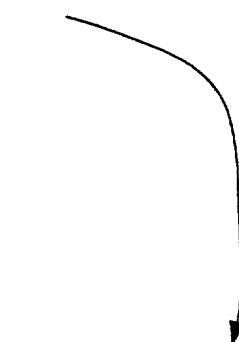


Fig. 78

7900



7902

Policy-Based Web Security Model

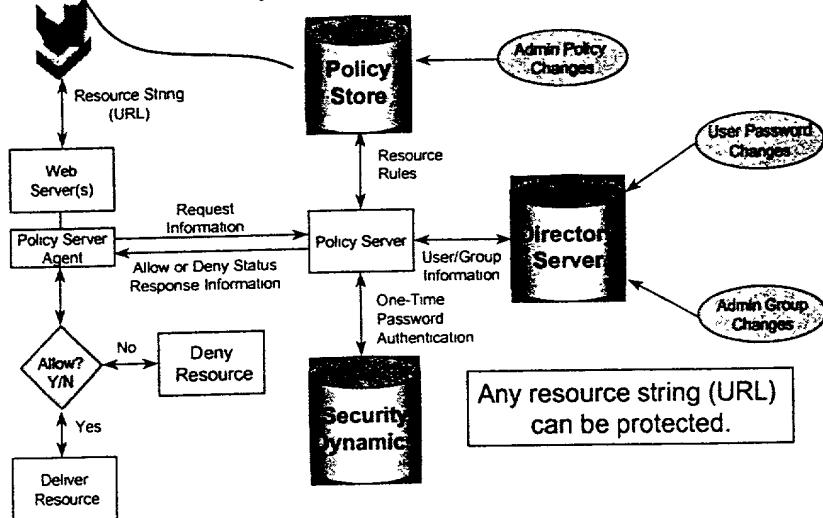


Fig. 79

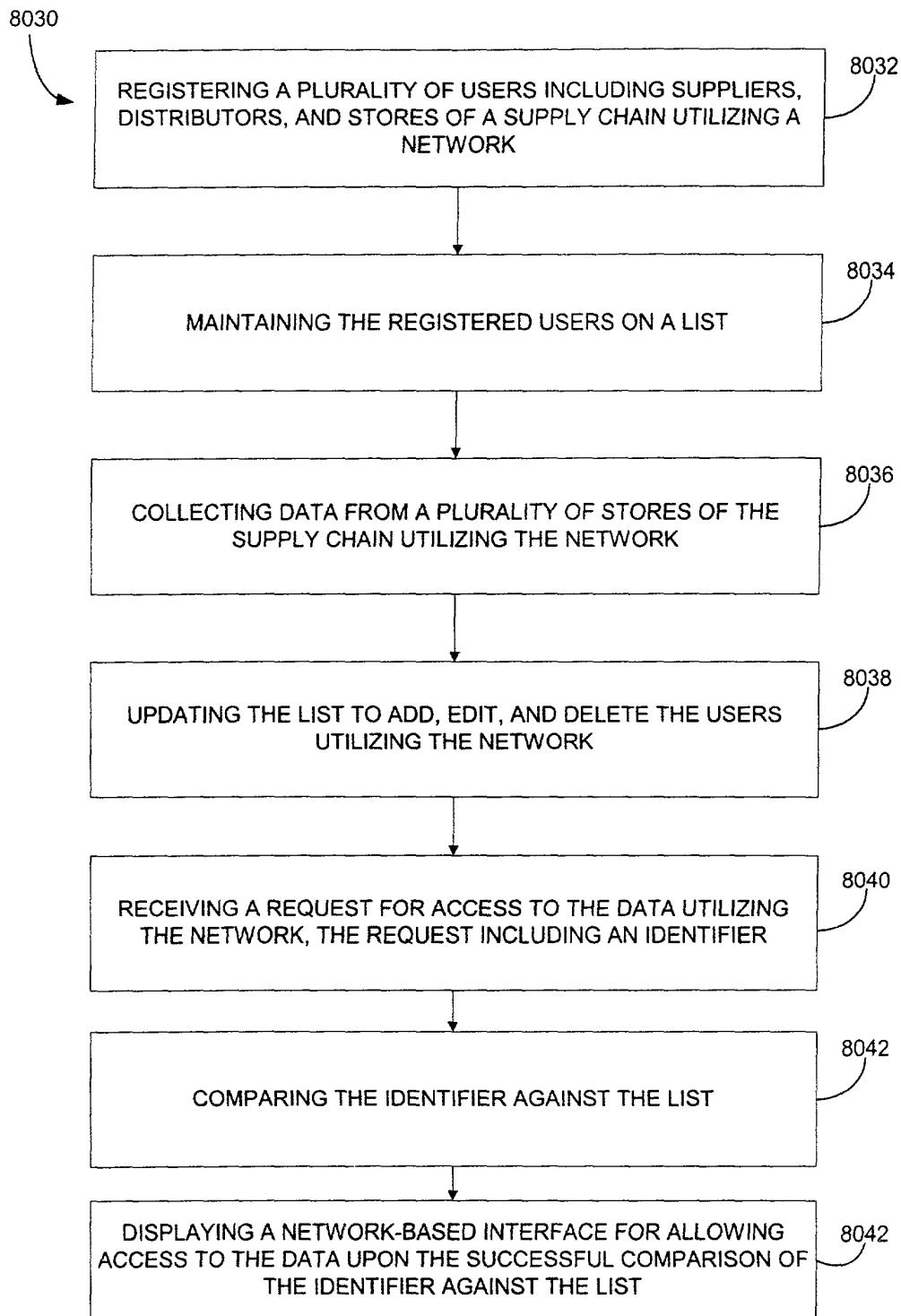


FIG. 80

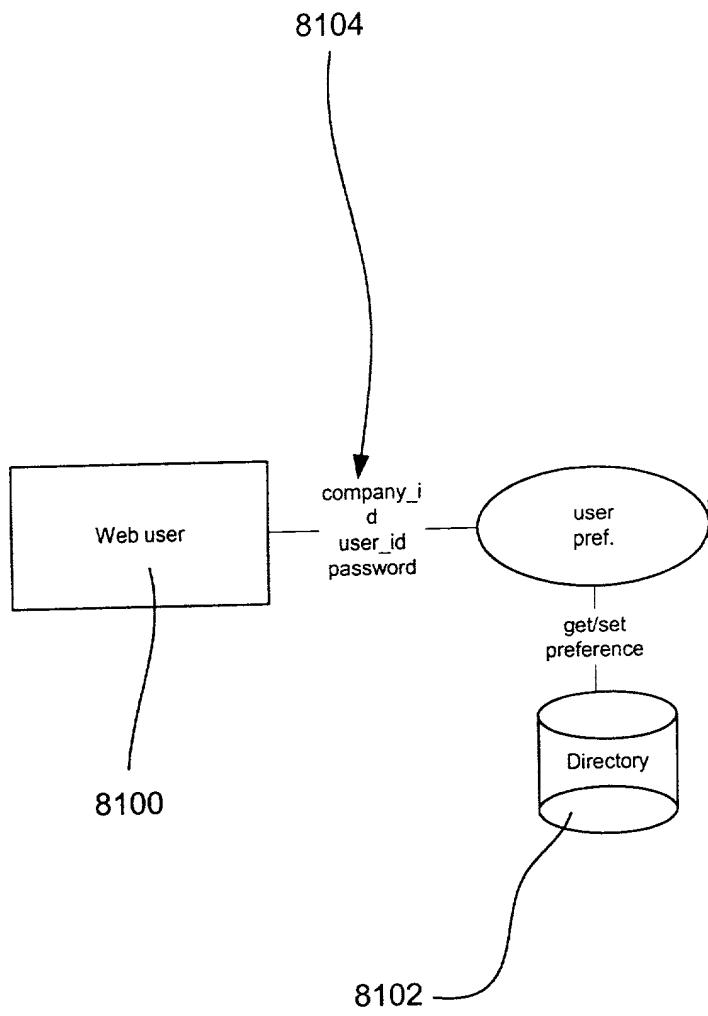


Fig. 81

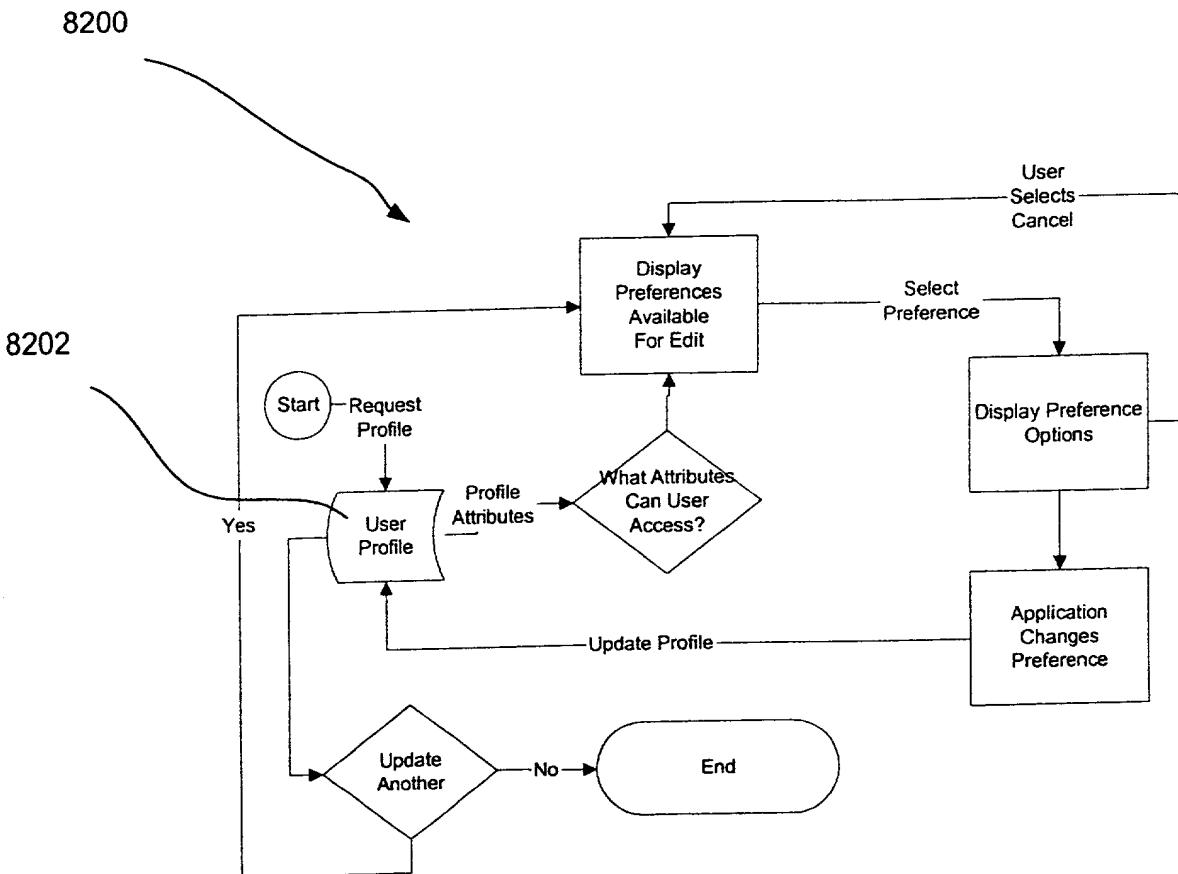


Fig. 82

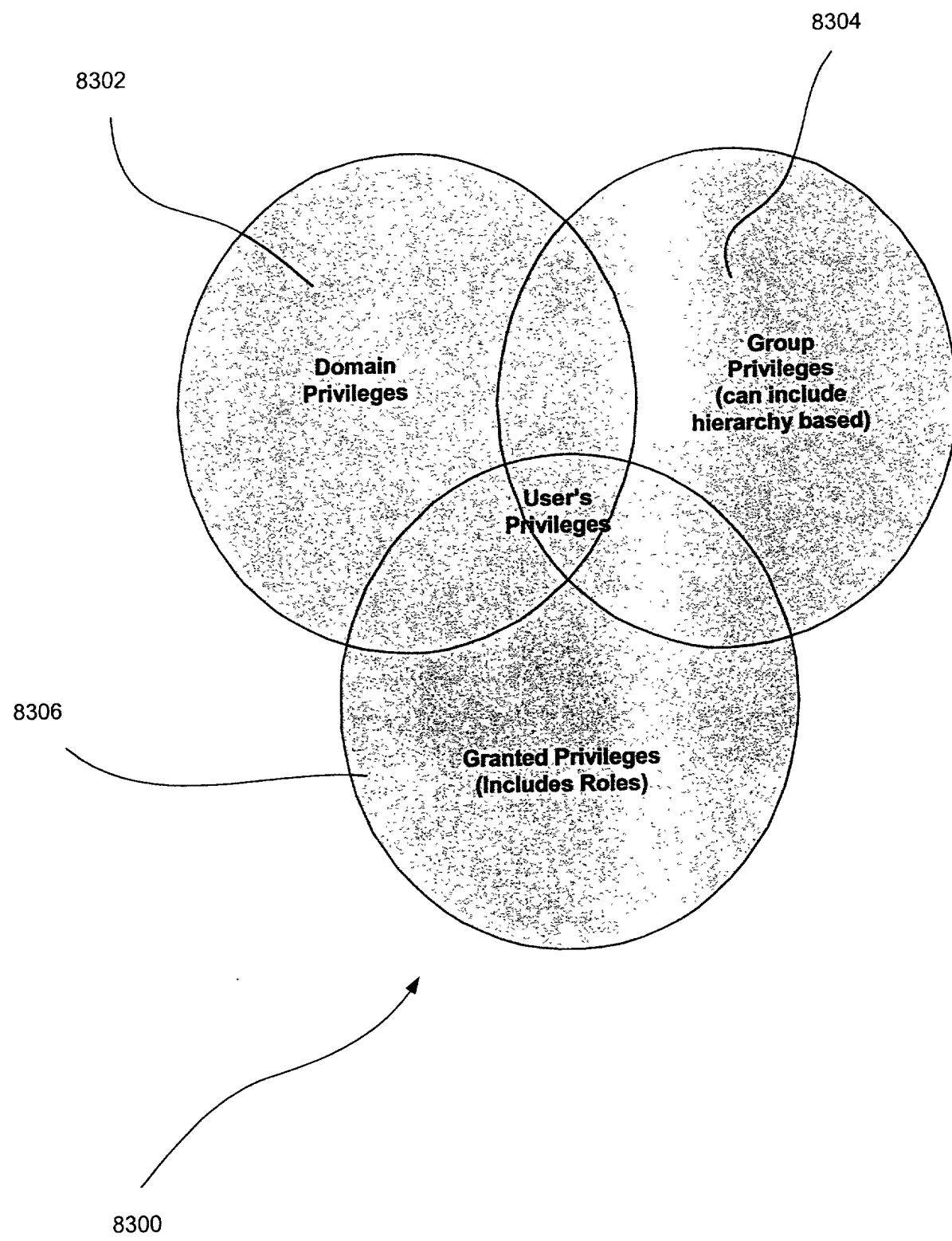


Fig. 83

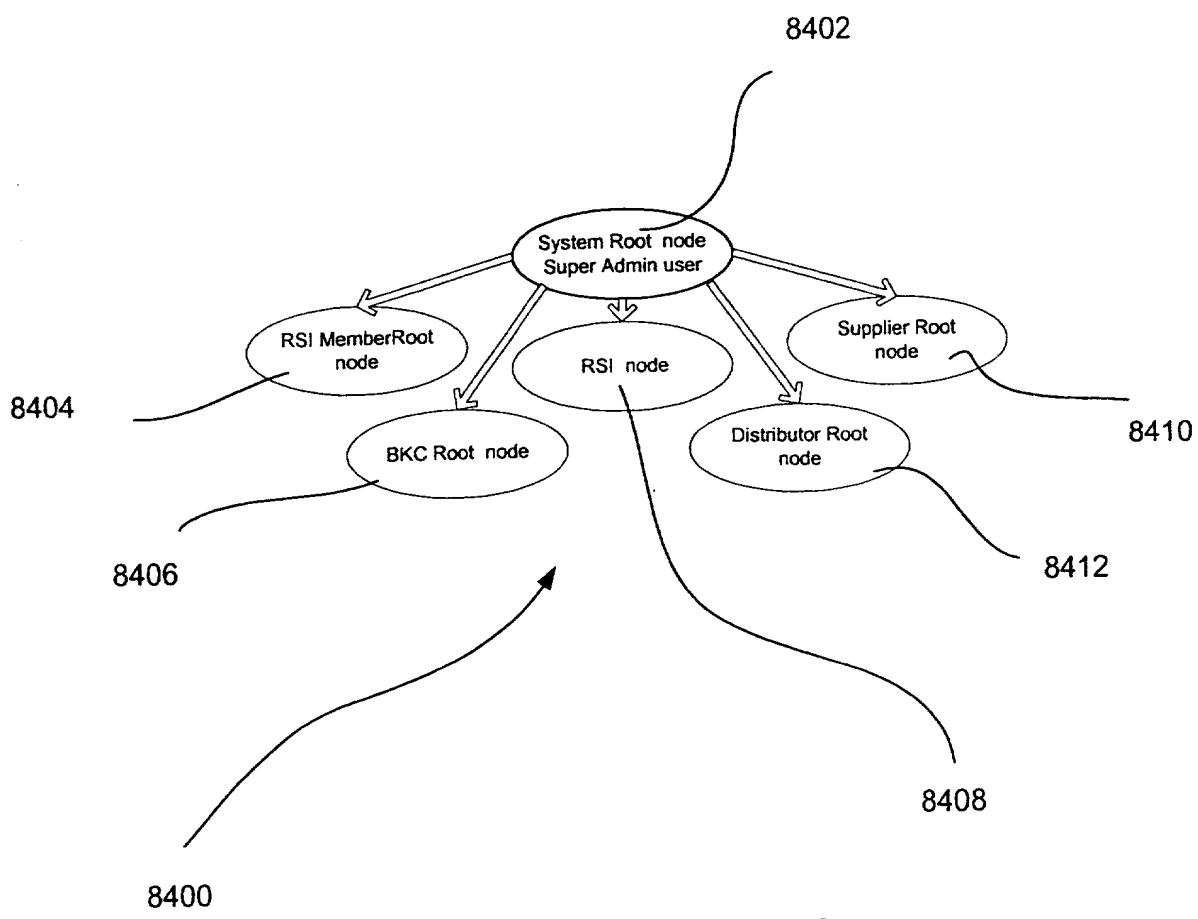


Fig. 84

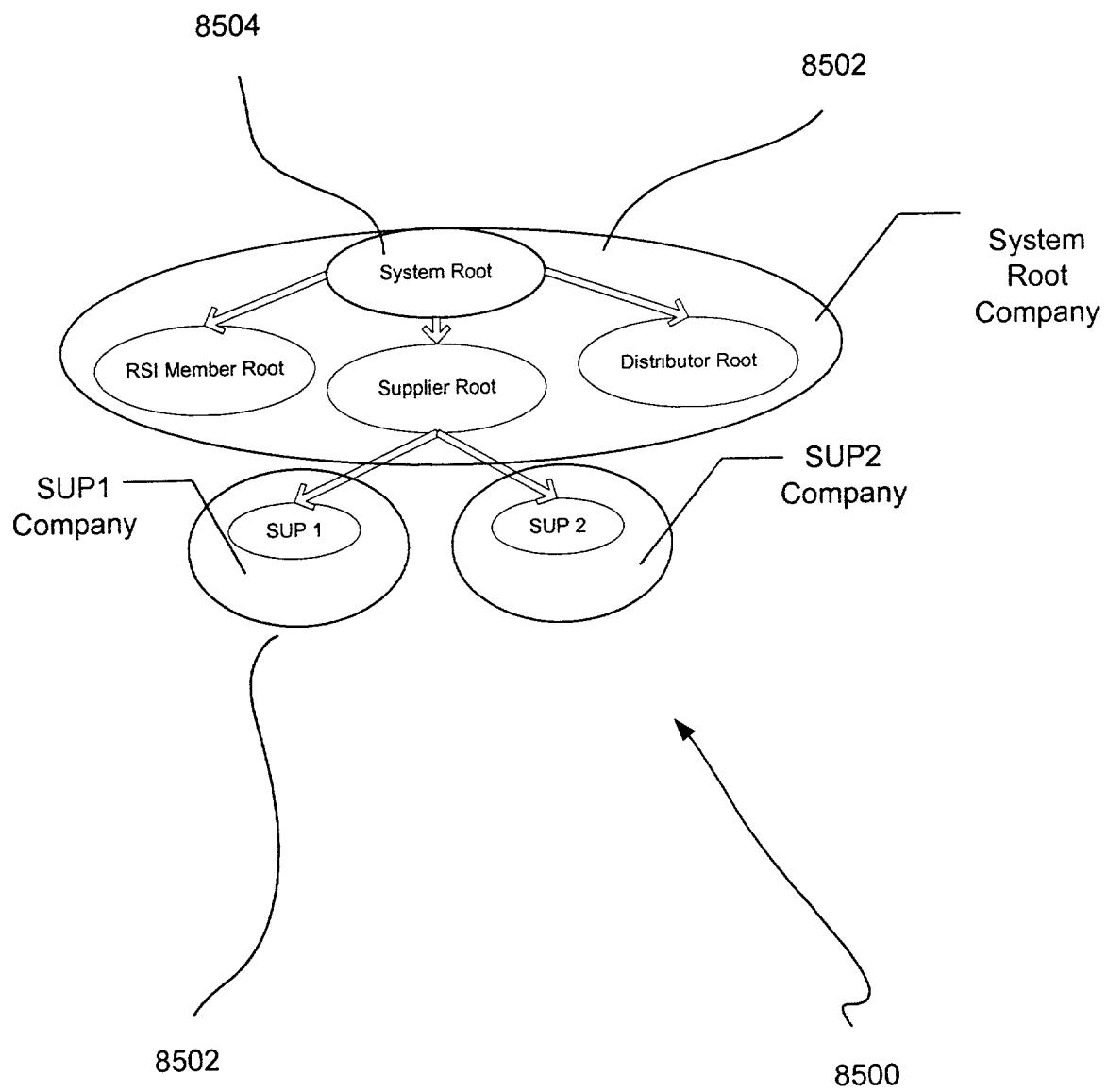


Fig. 85

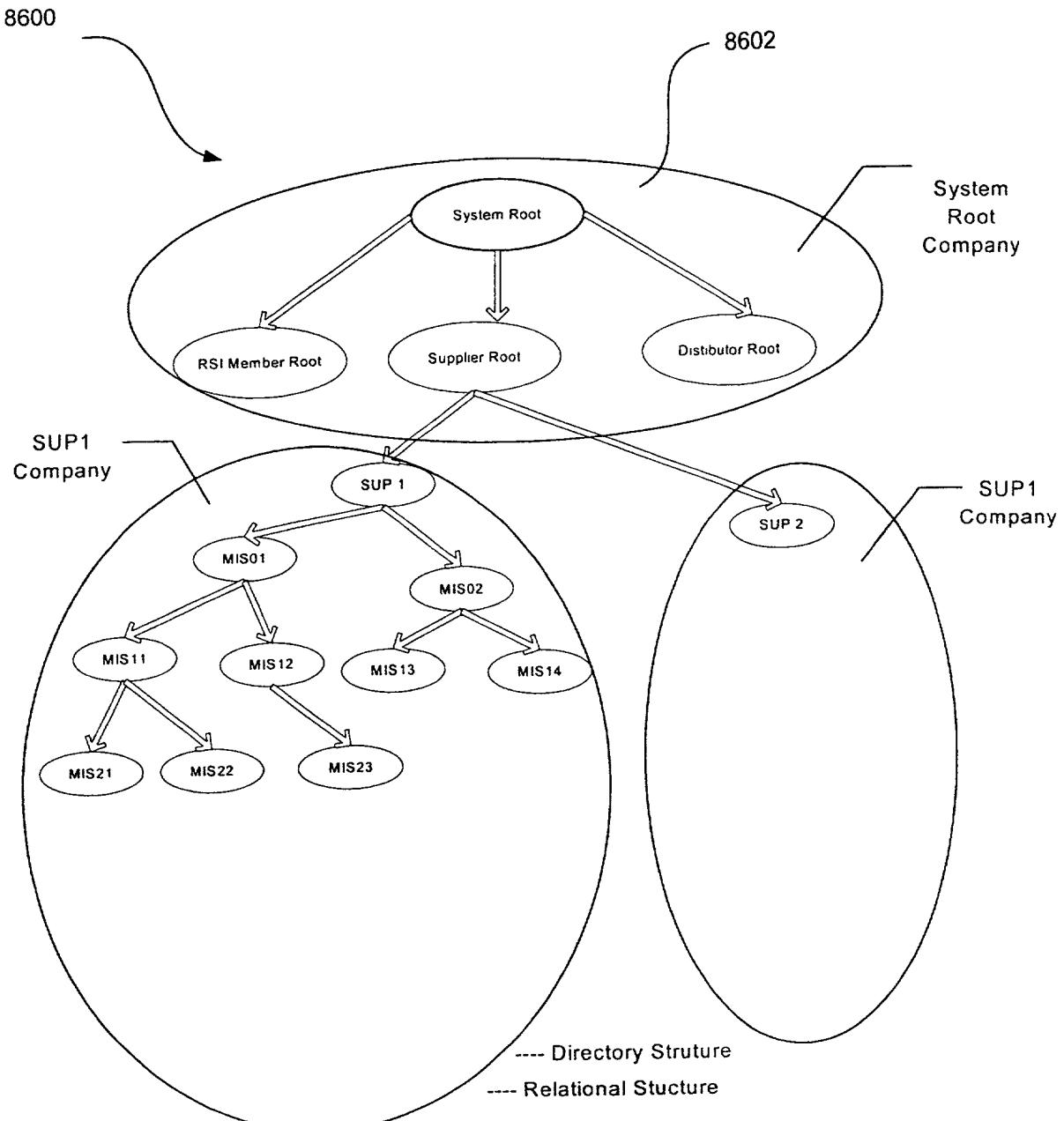


Fig. 86

8700

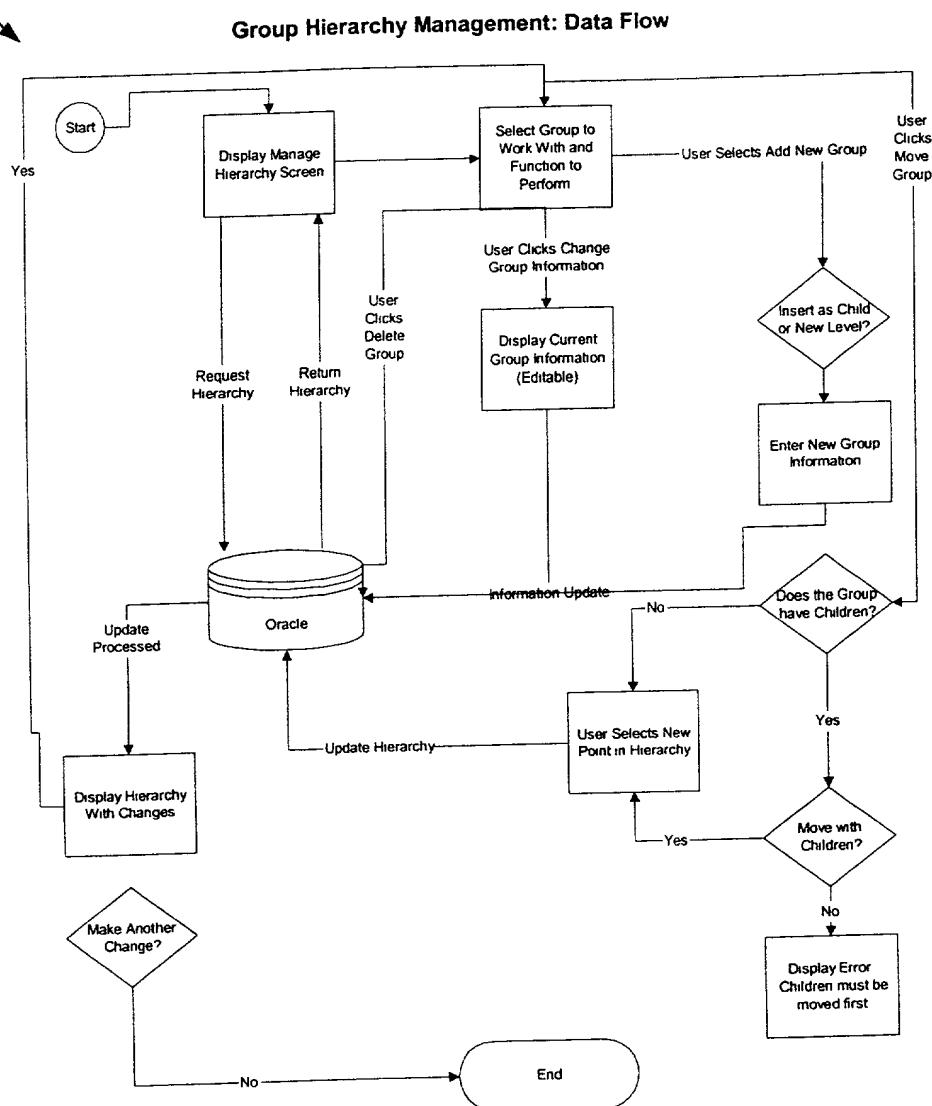


Fig. 87

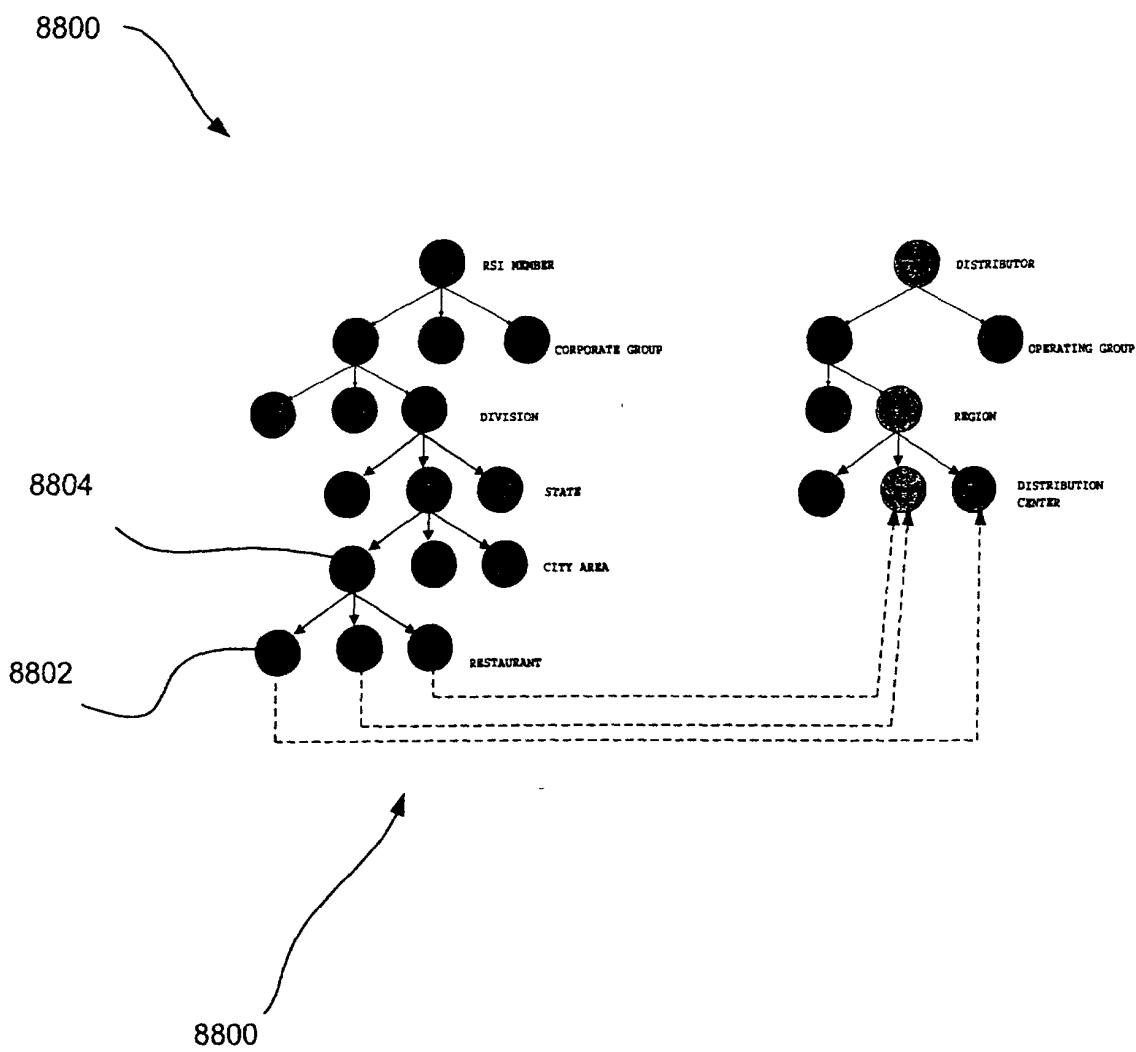


Fig. 88

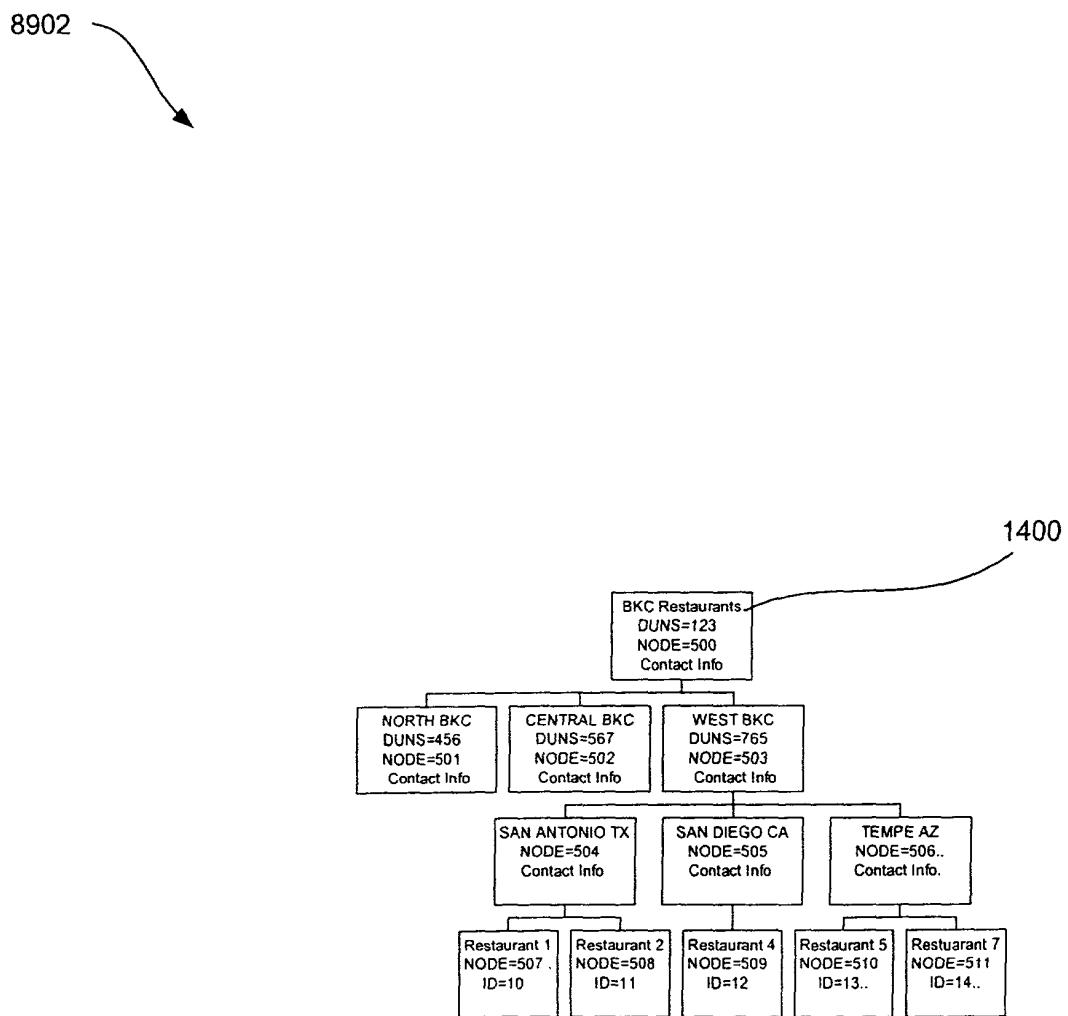


Fig. 89

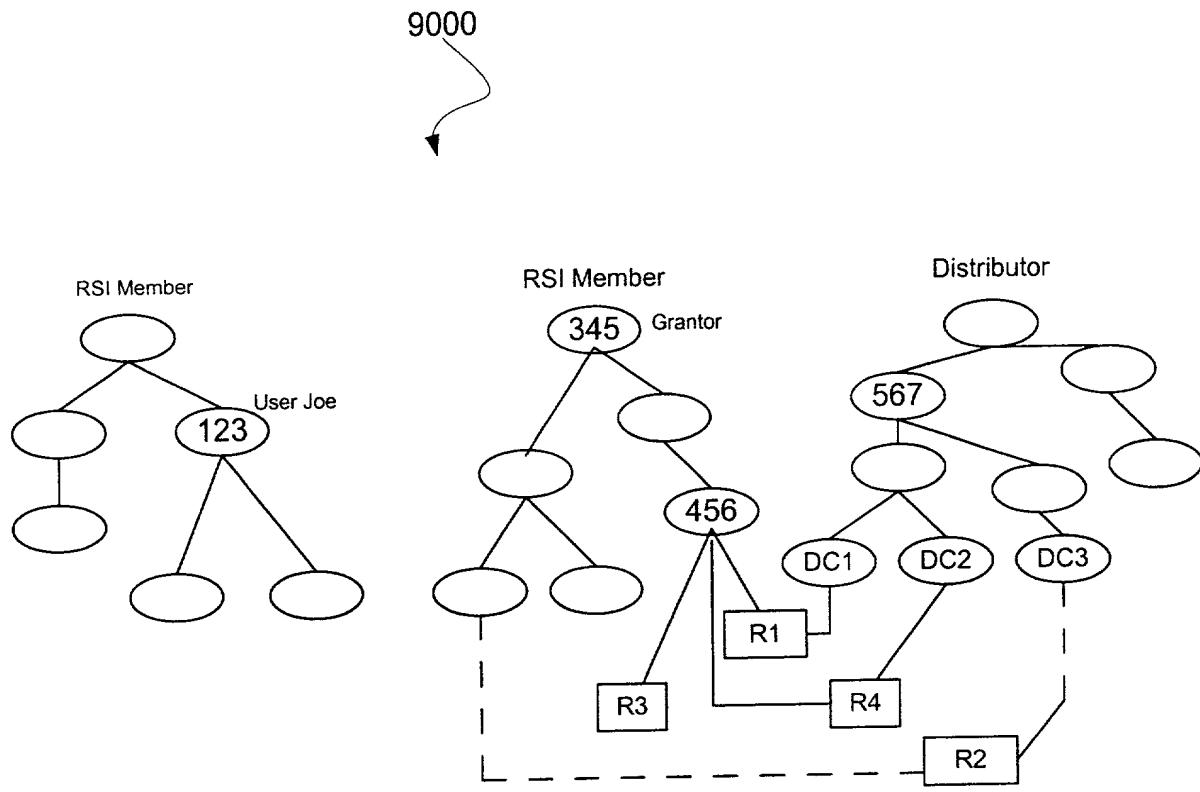


FIG. 90

9100

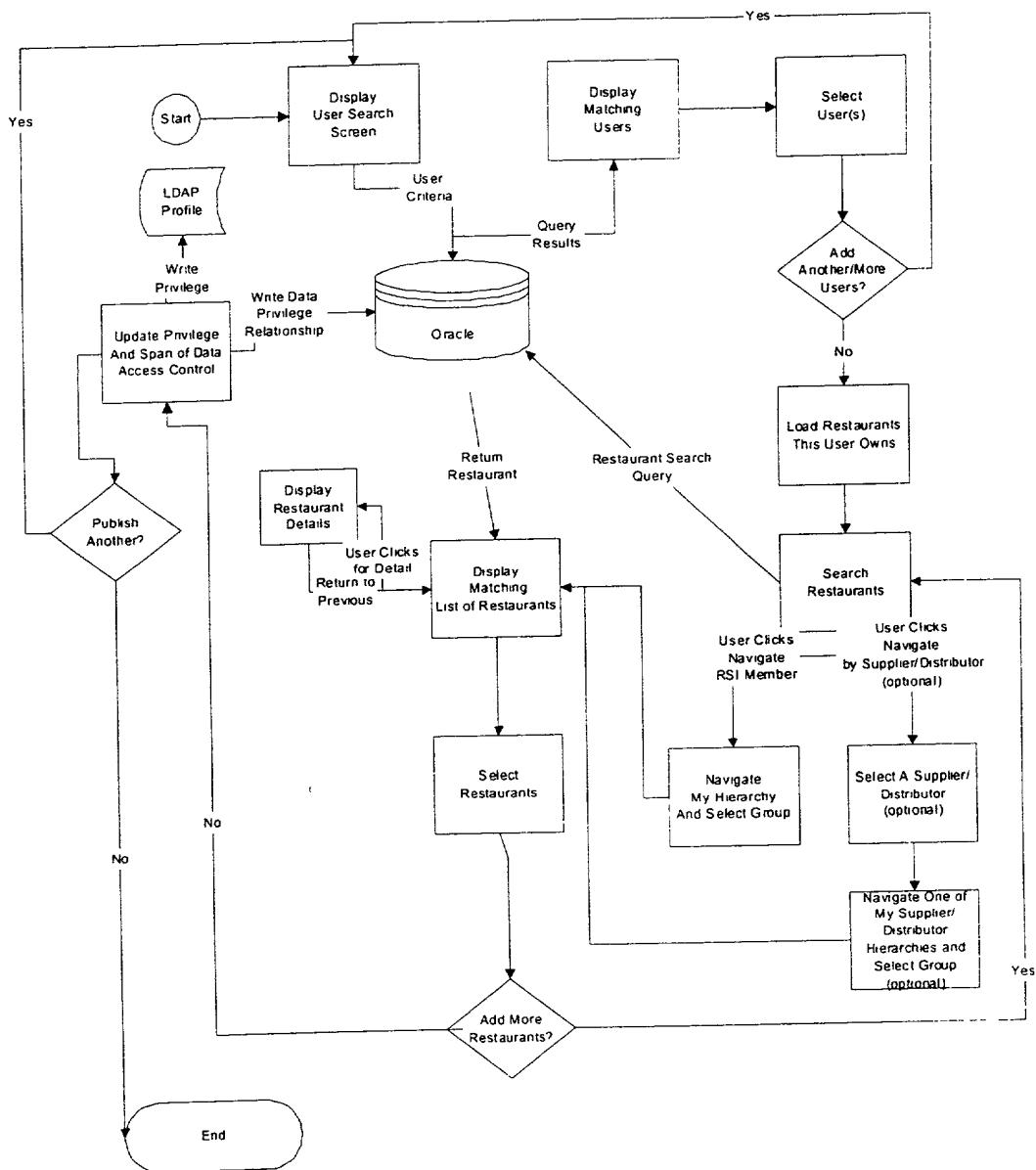


Fig. 91

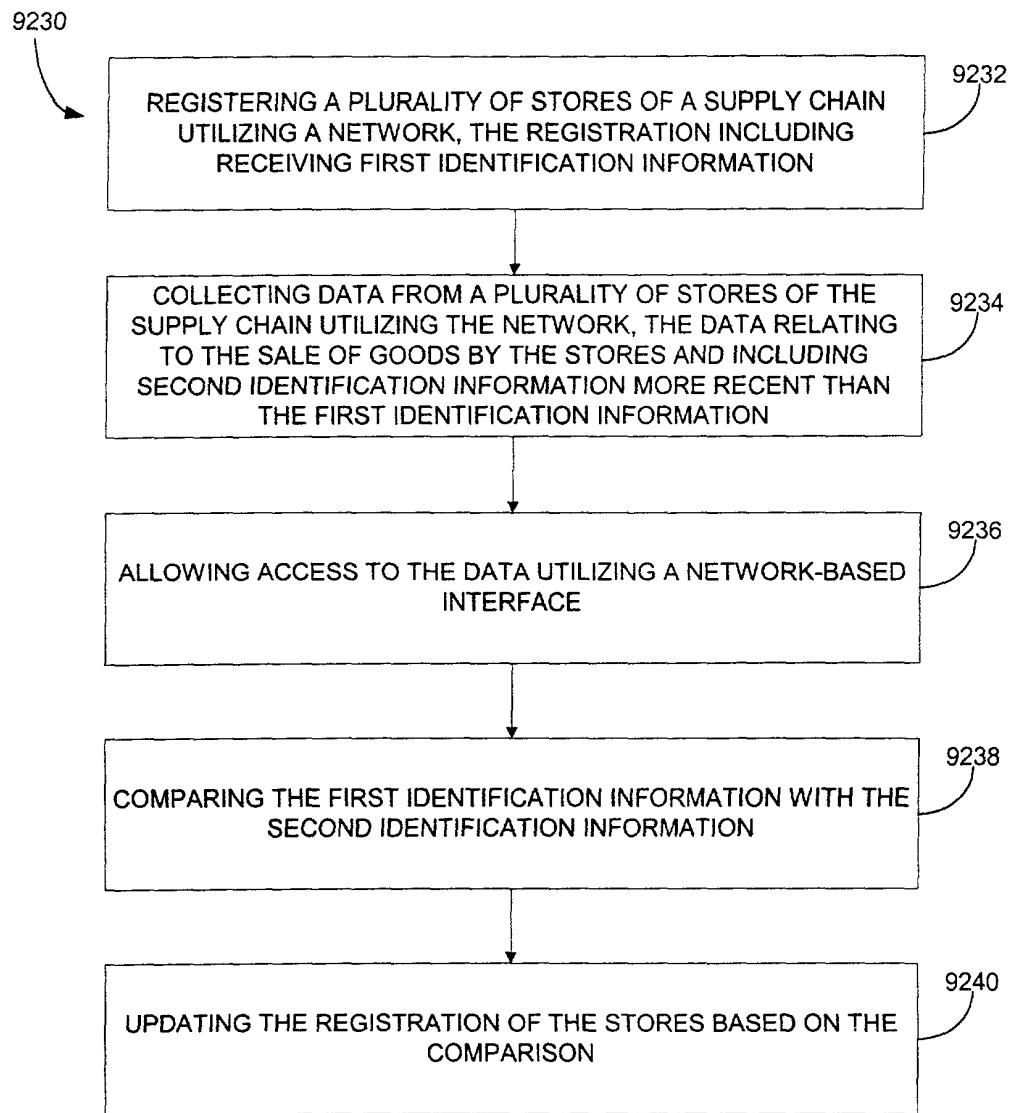


FIG. 92

100 200 300 400 500 600 700 800 900

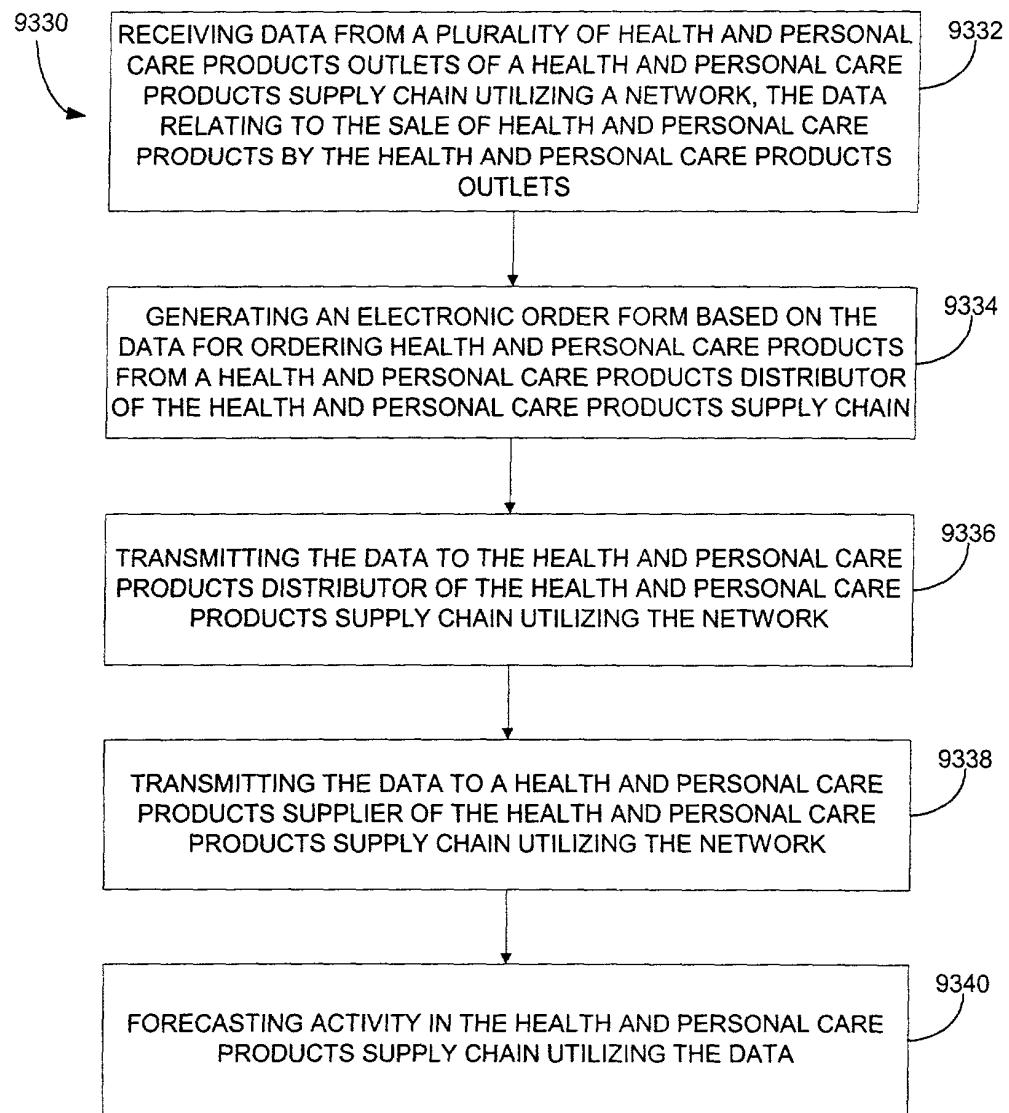


FIG. 93

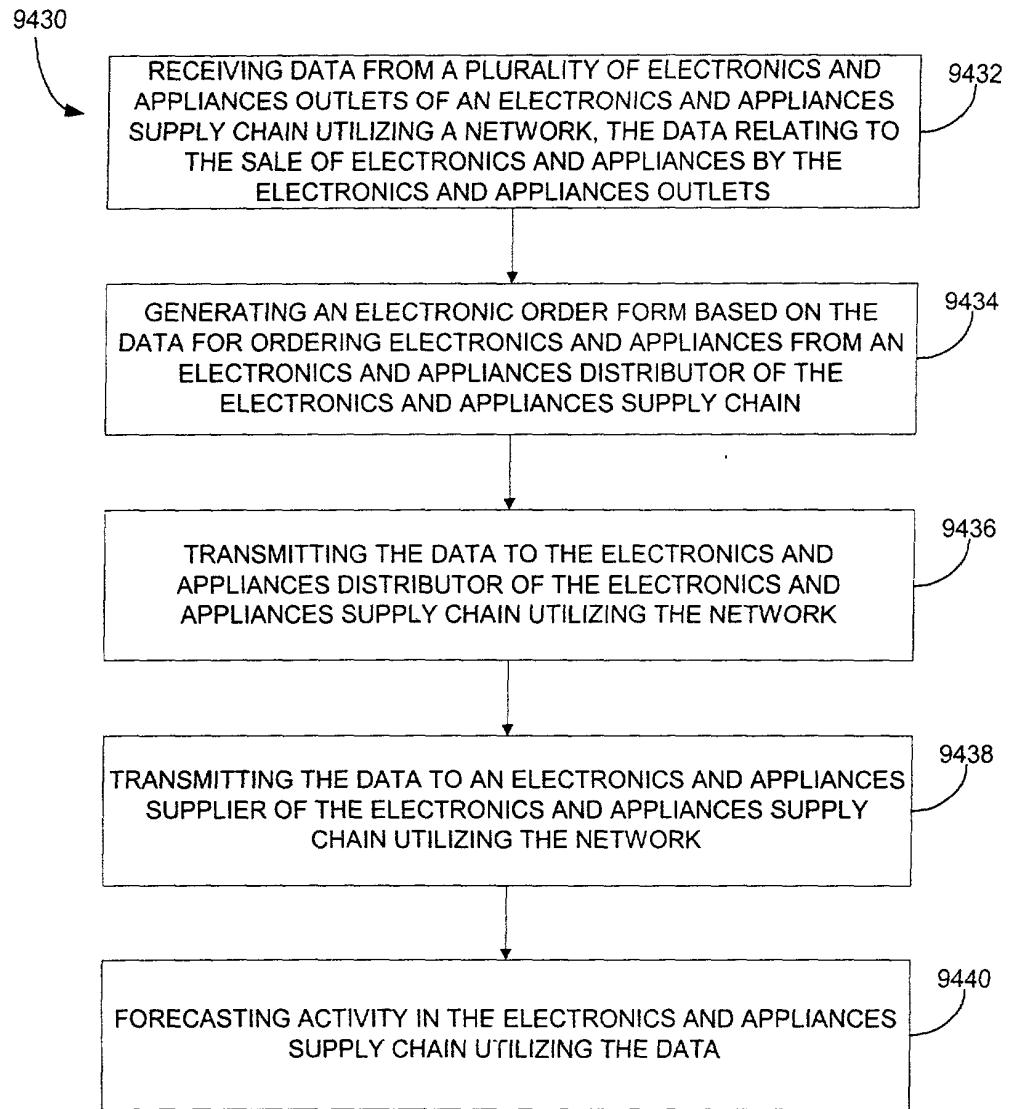


FIG. 94

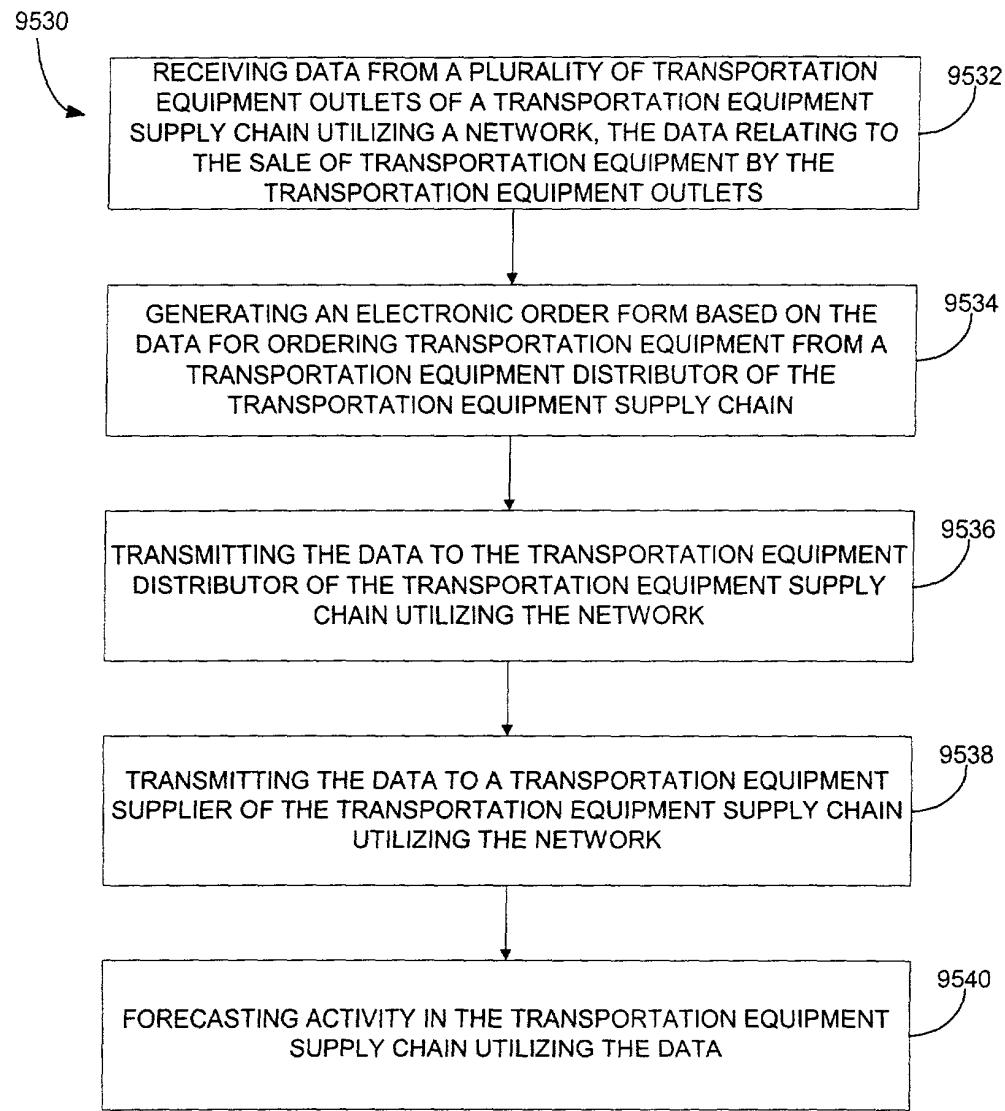


FIG. 95

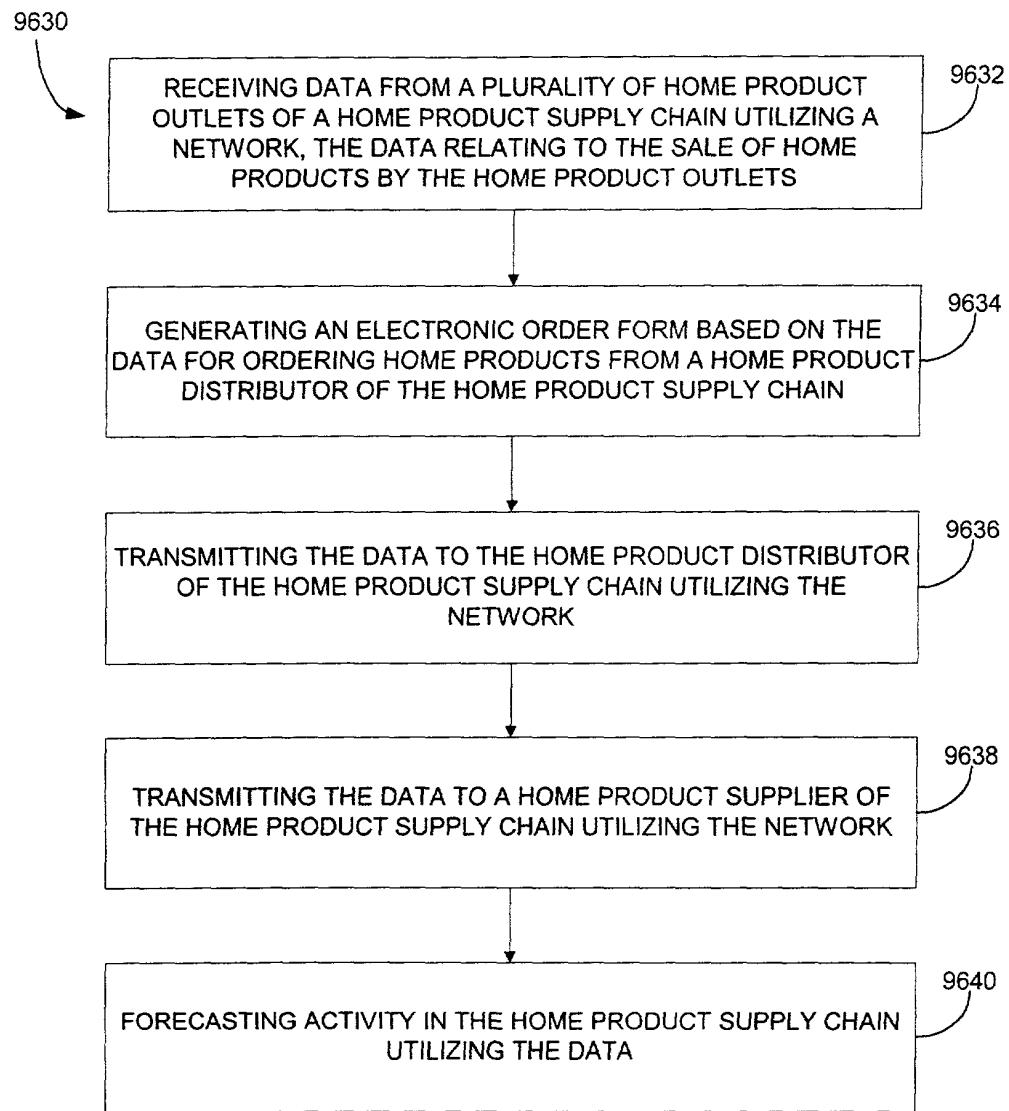


FIG. 96

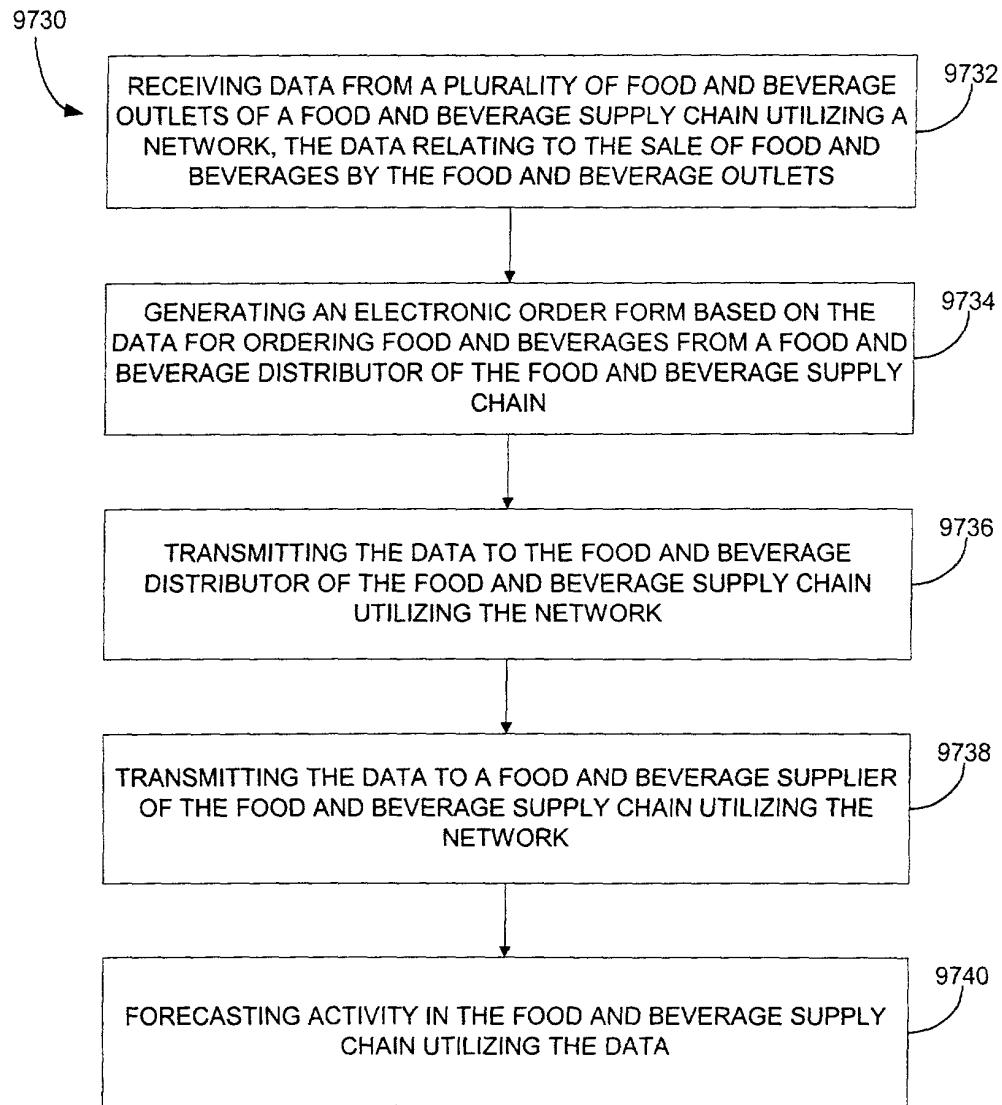


FIG. 97

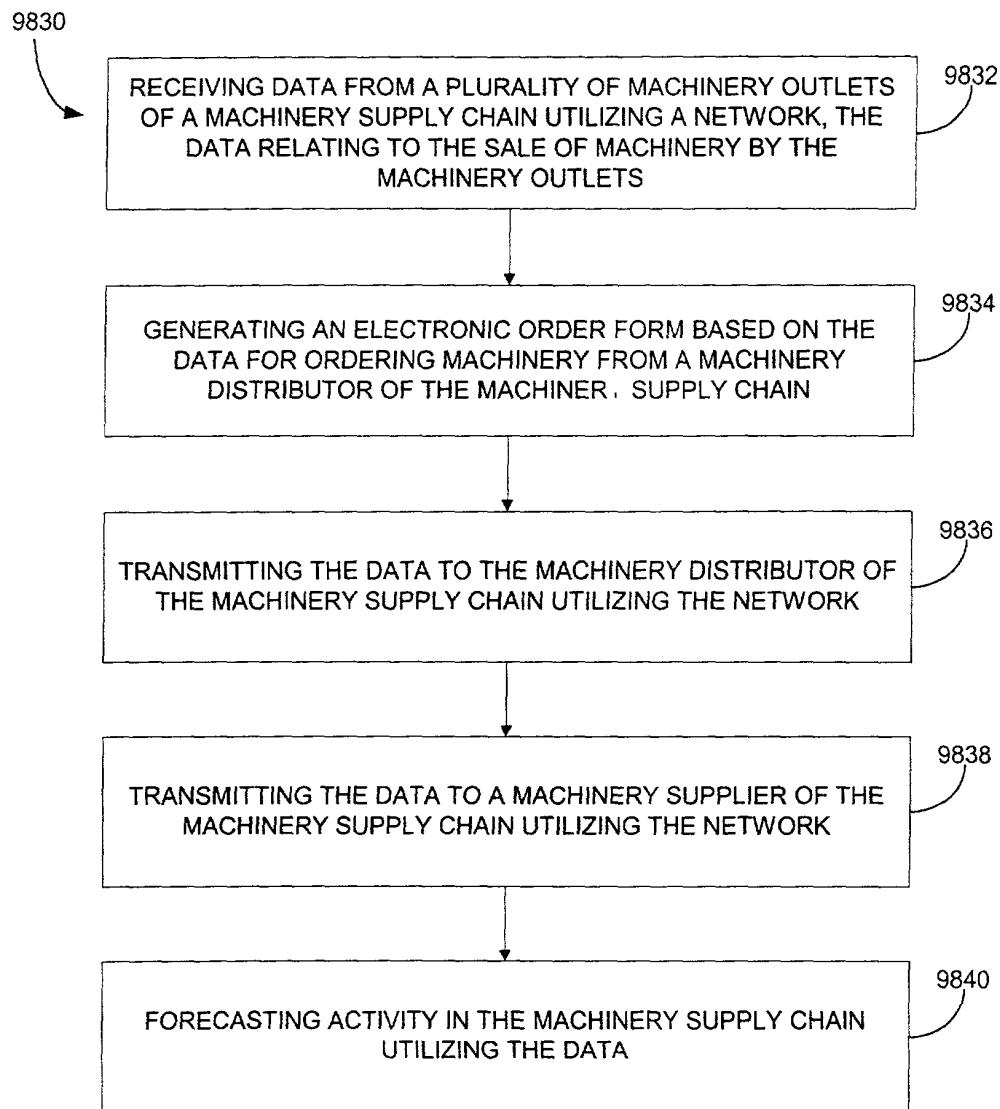


FIG. 98

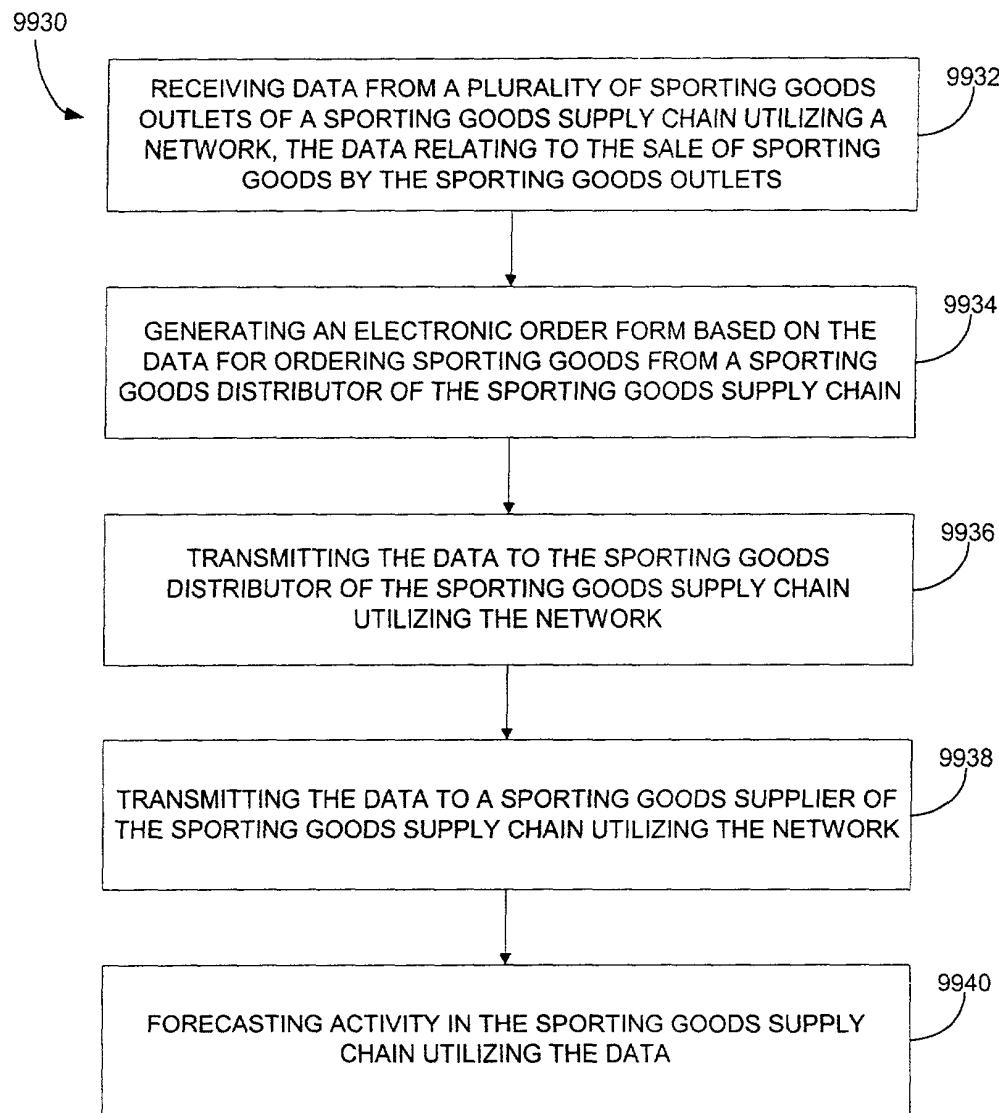


FIG. 99

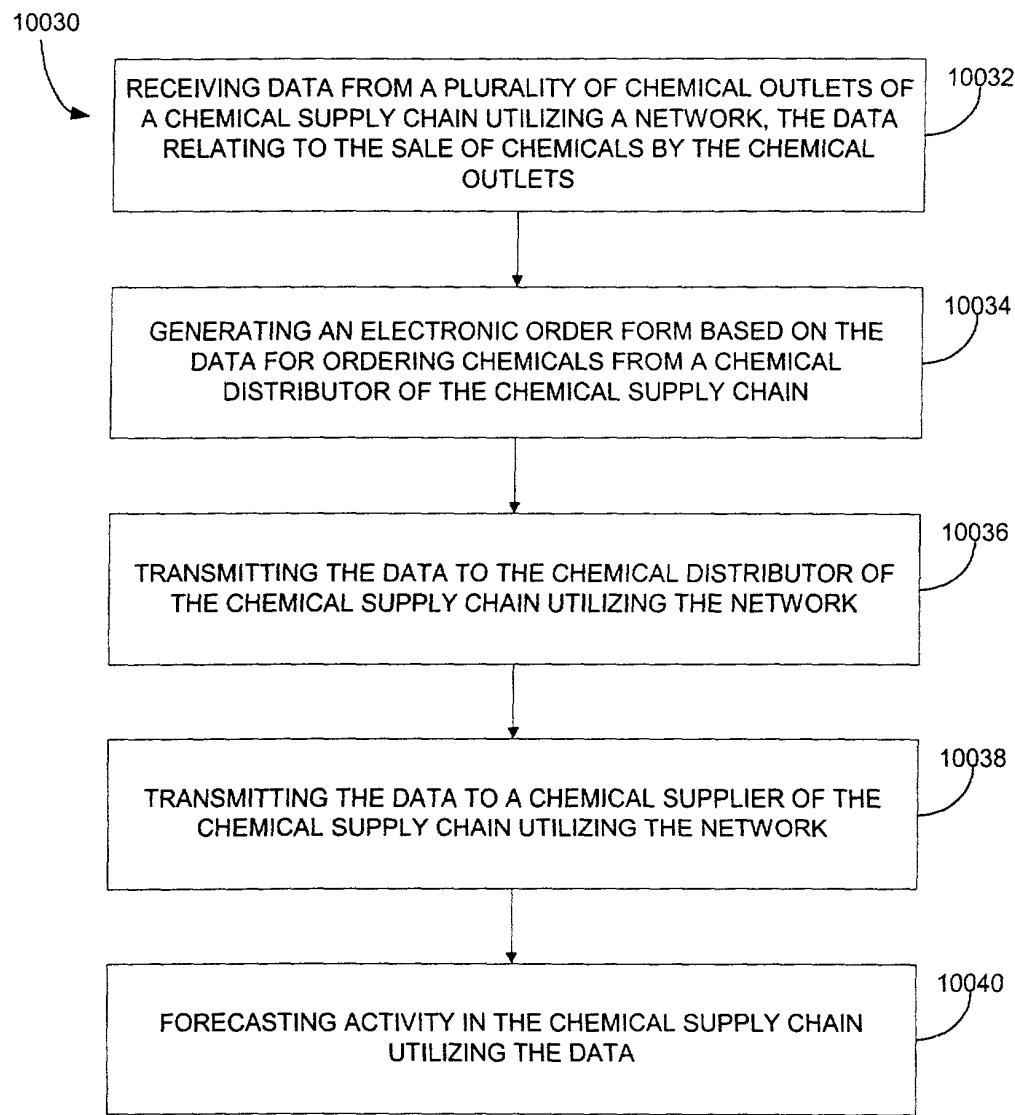


FIG. 100

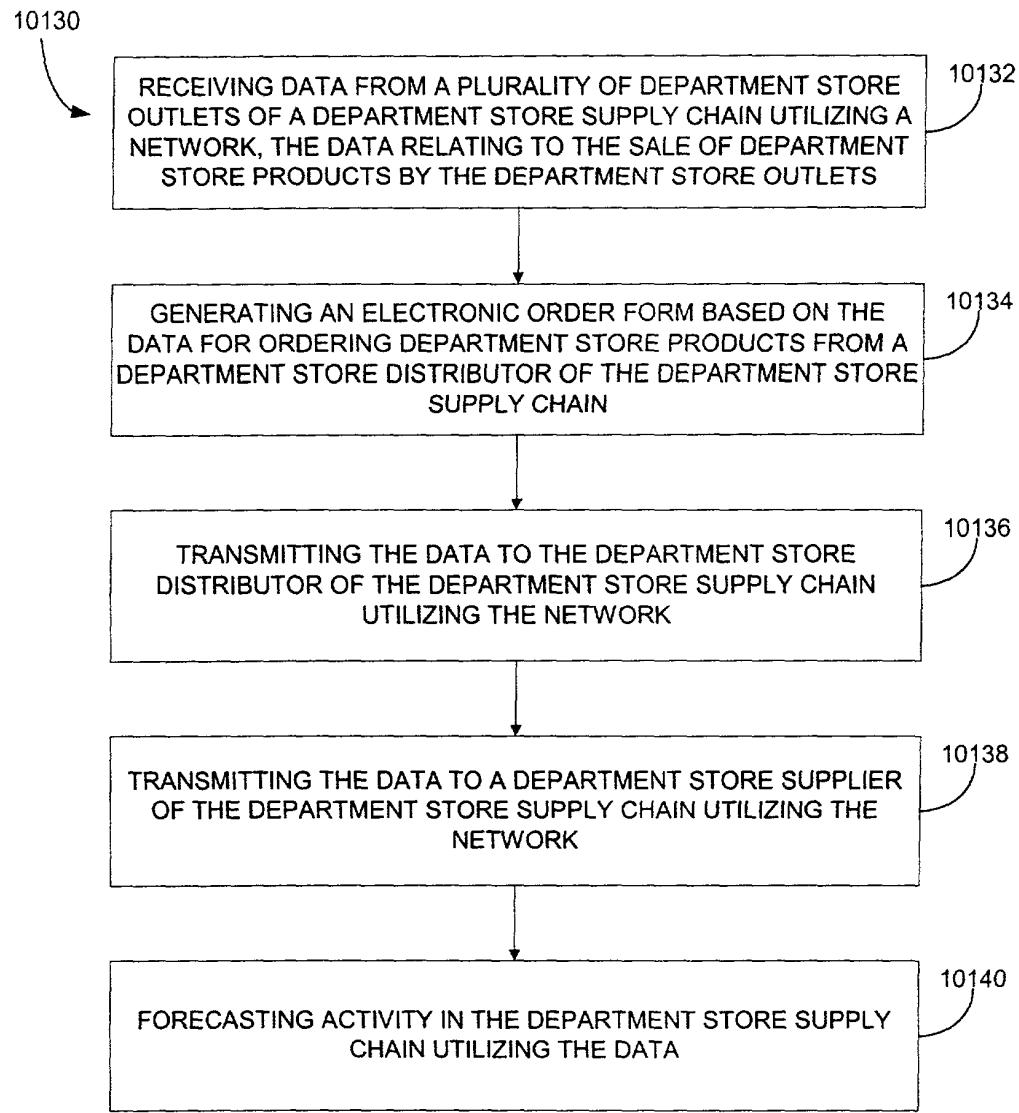


FIG. 101

10230 10232 10234 10236 10238 10240

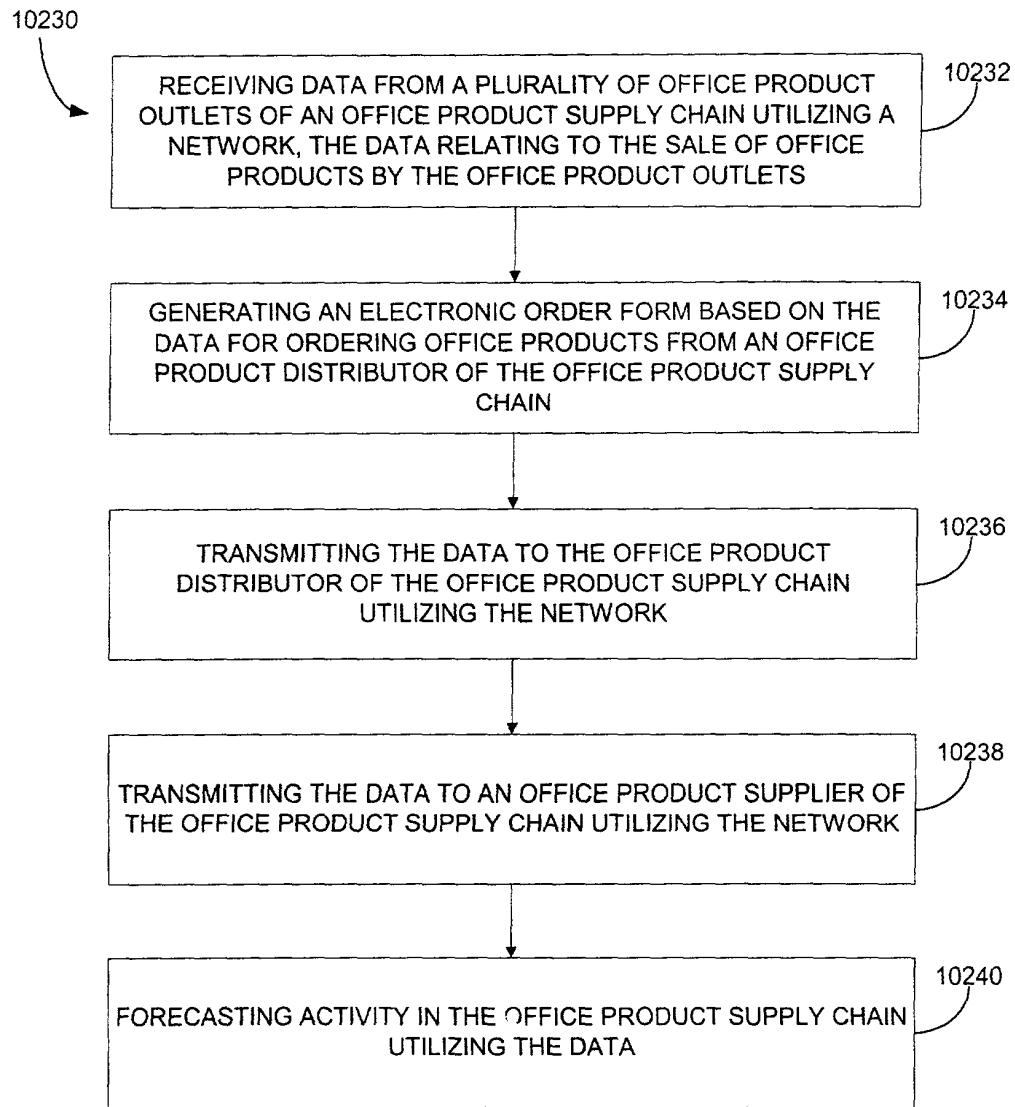


FIG. 102A

10260
10262
10264
10266
10268
10270

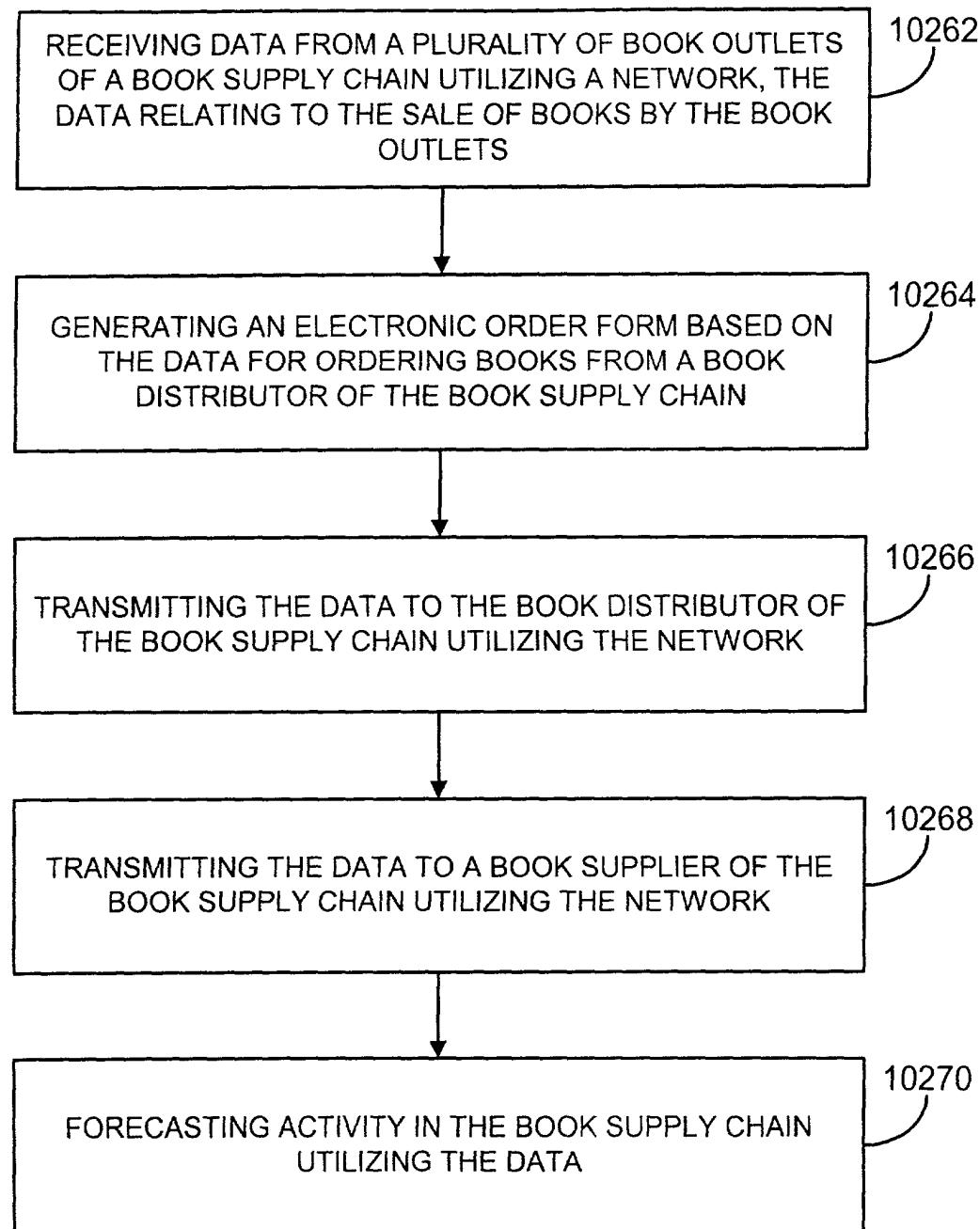


FIG. 102B

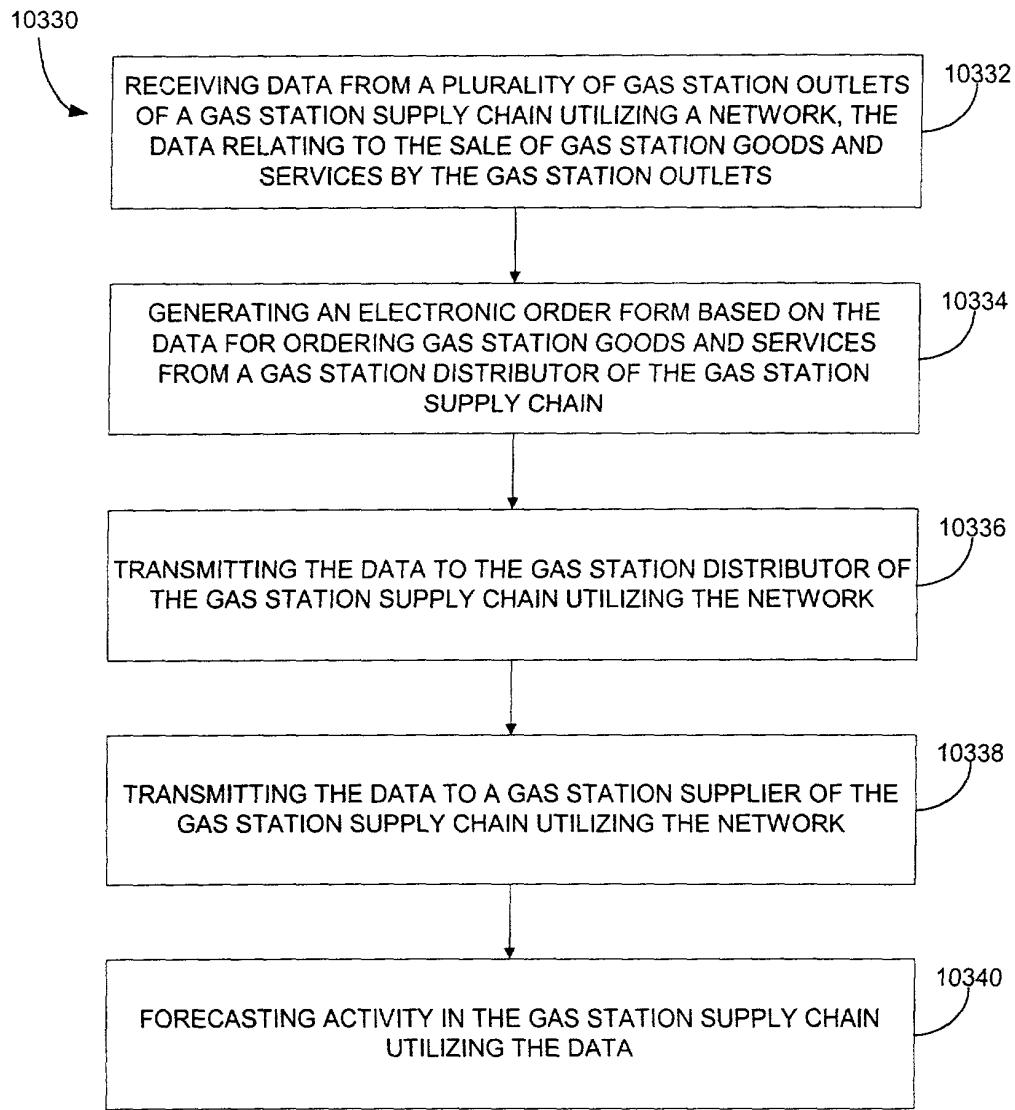


FIG. 103

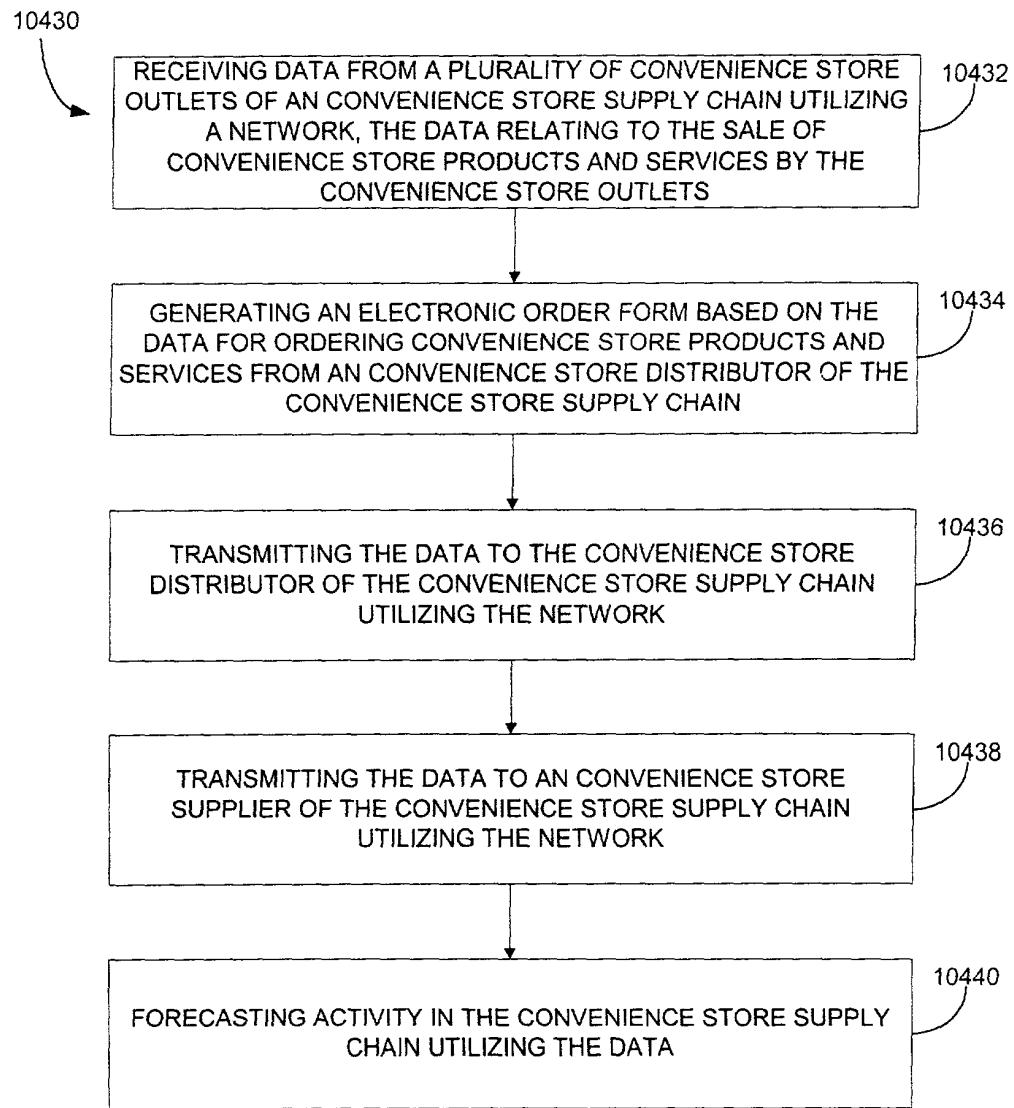


FIG. 104A

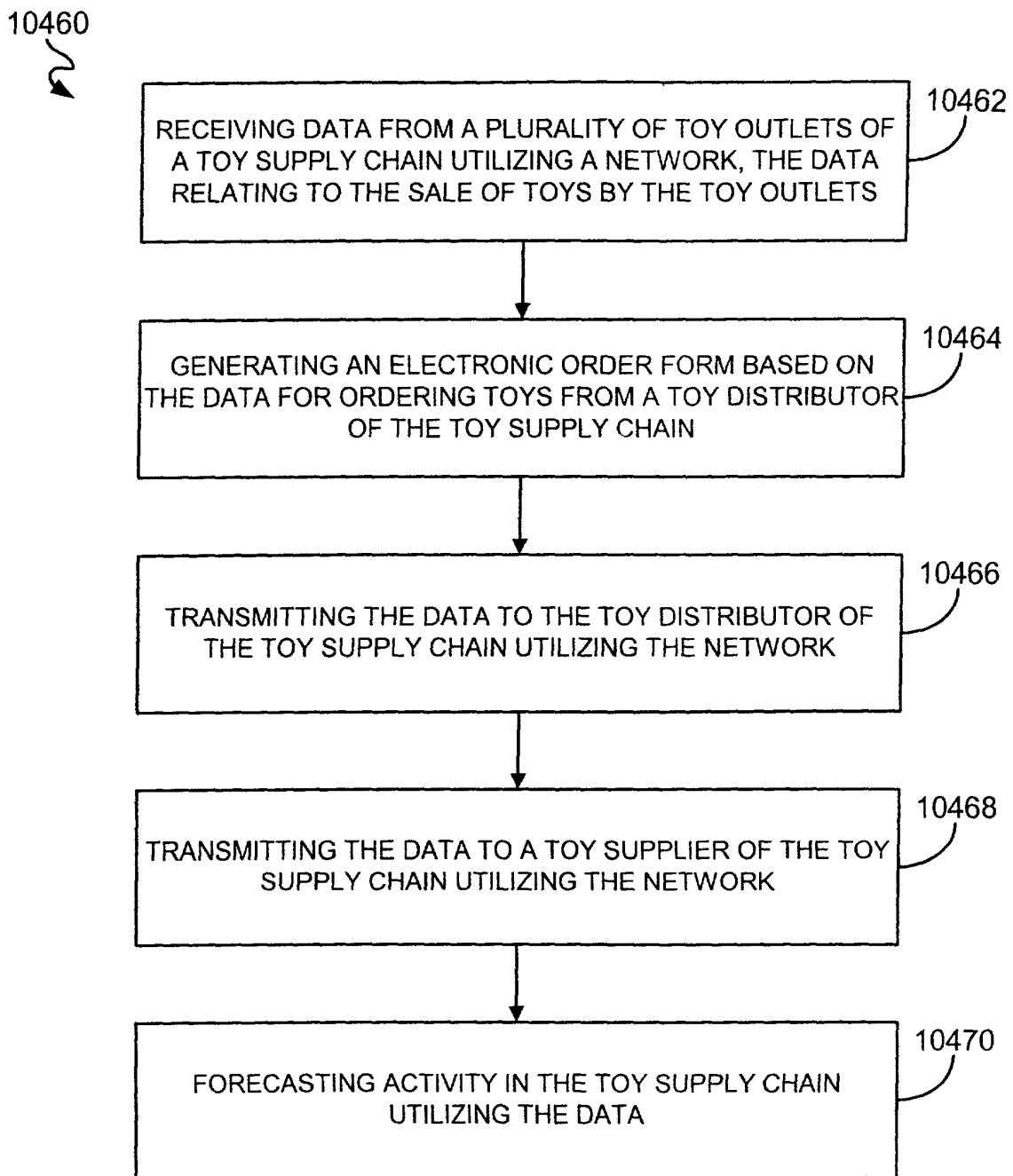


FIG. 104B

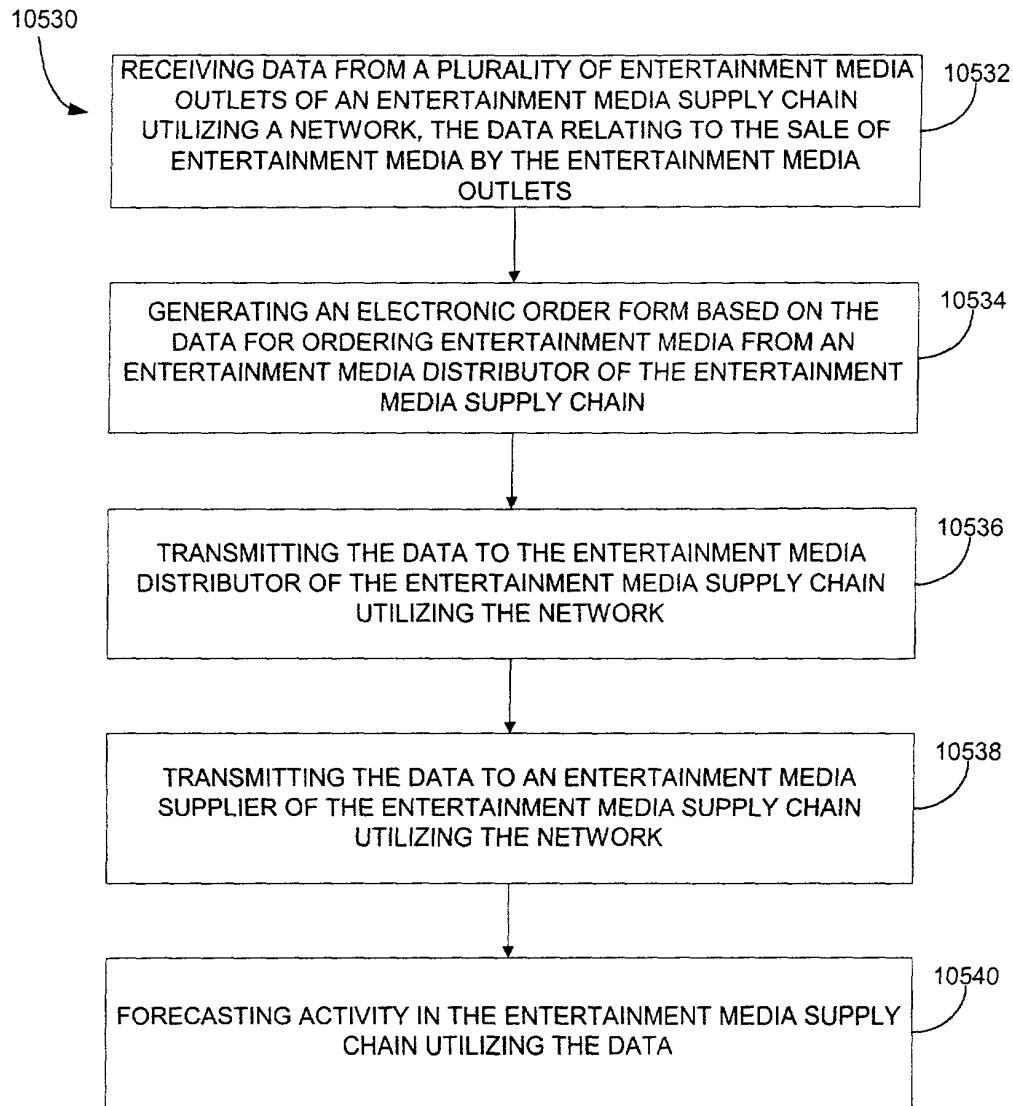


FIG. 105

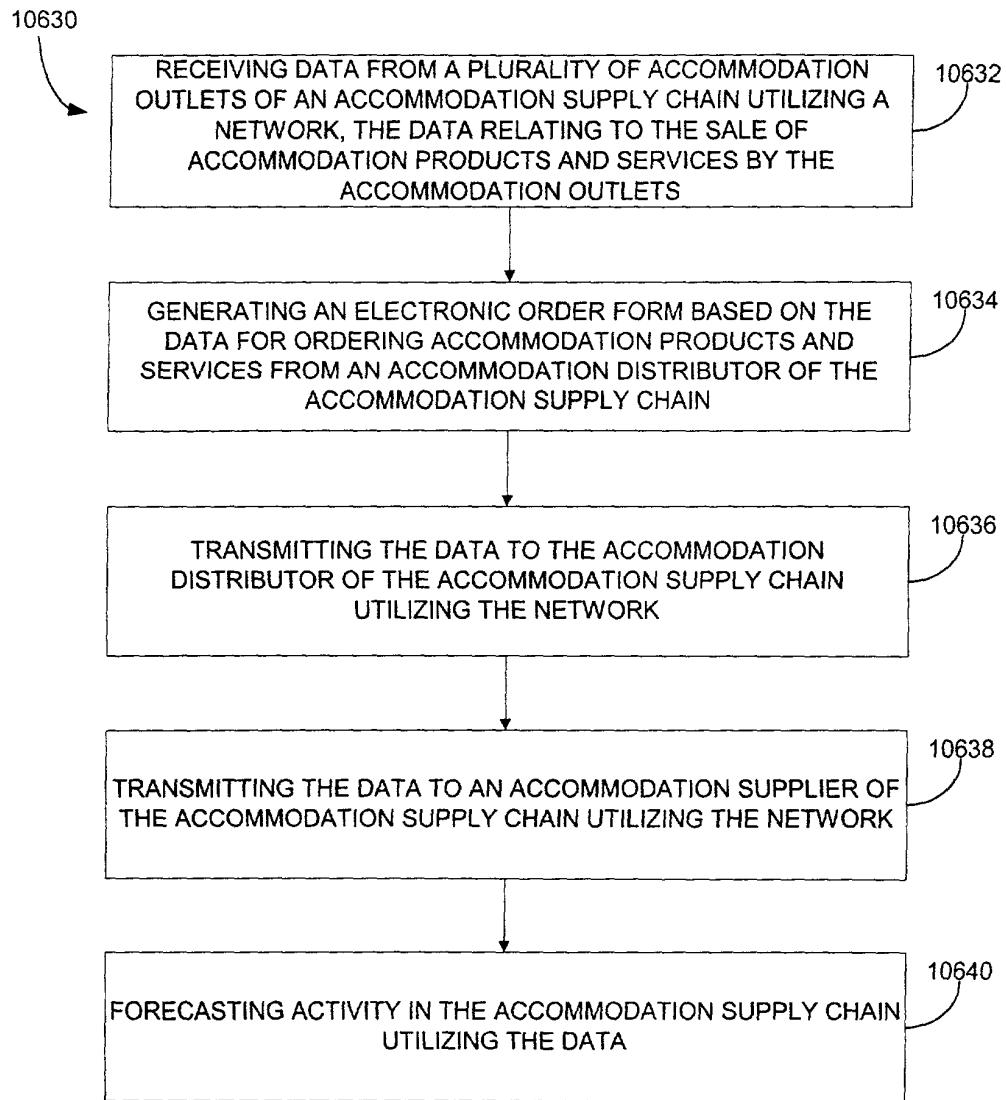


FIG. 106

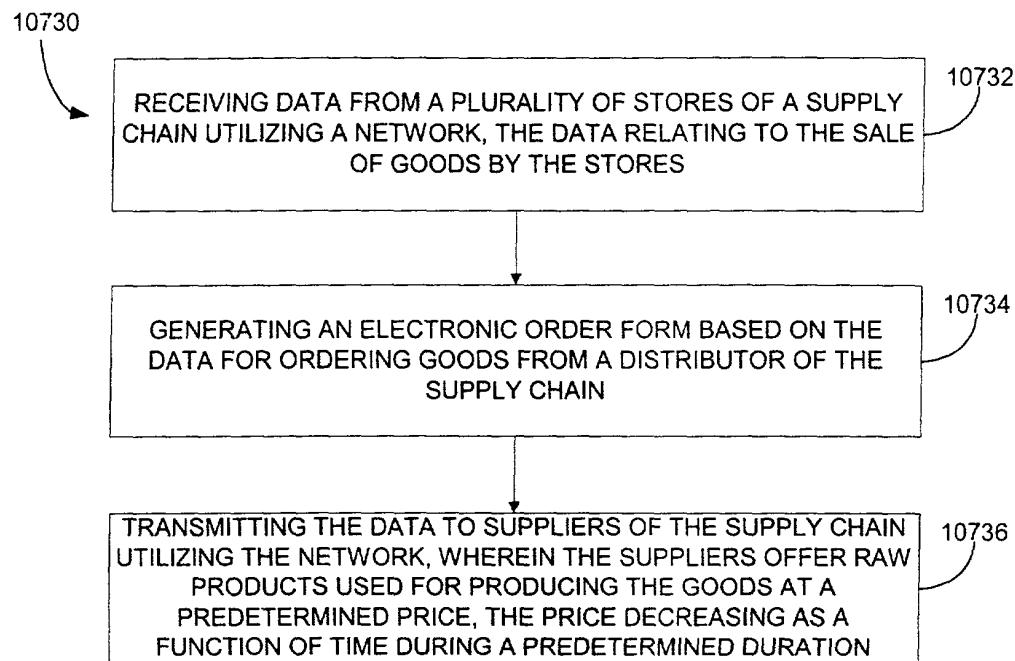


FIG. 107

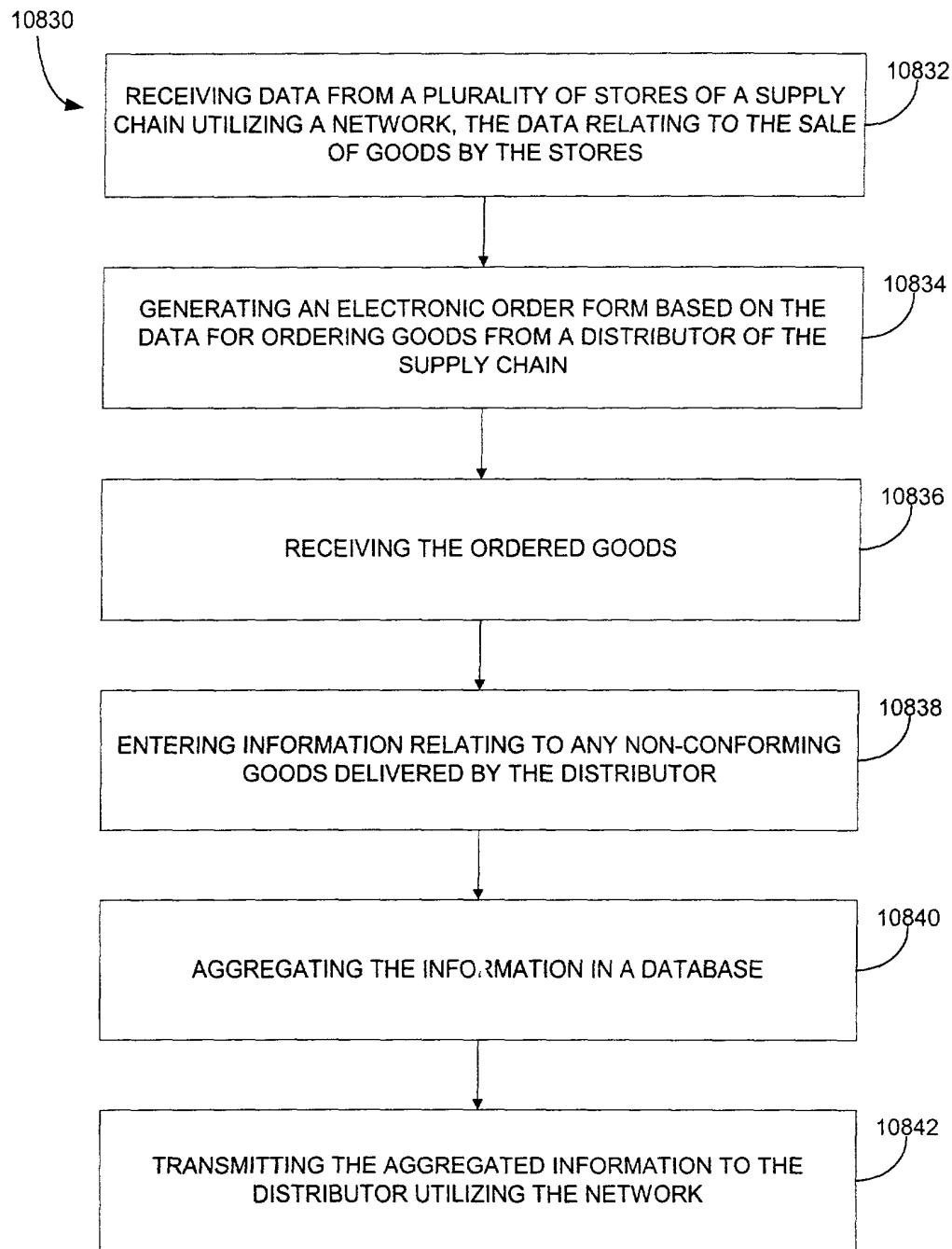


FIG. 108

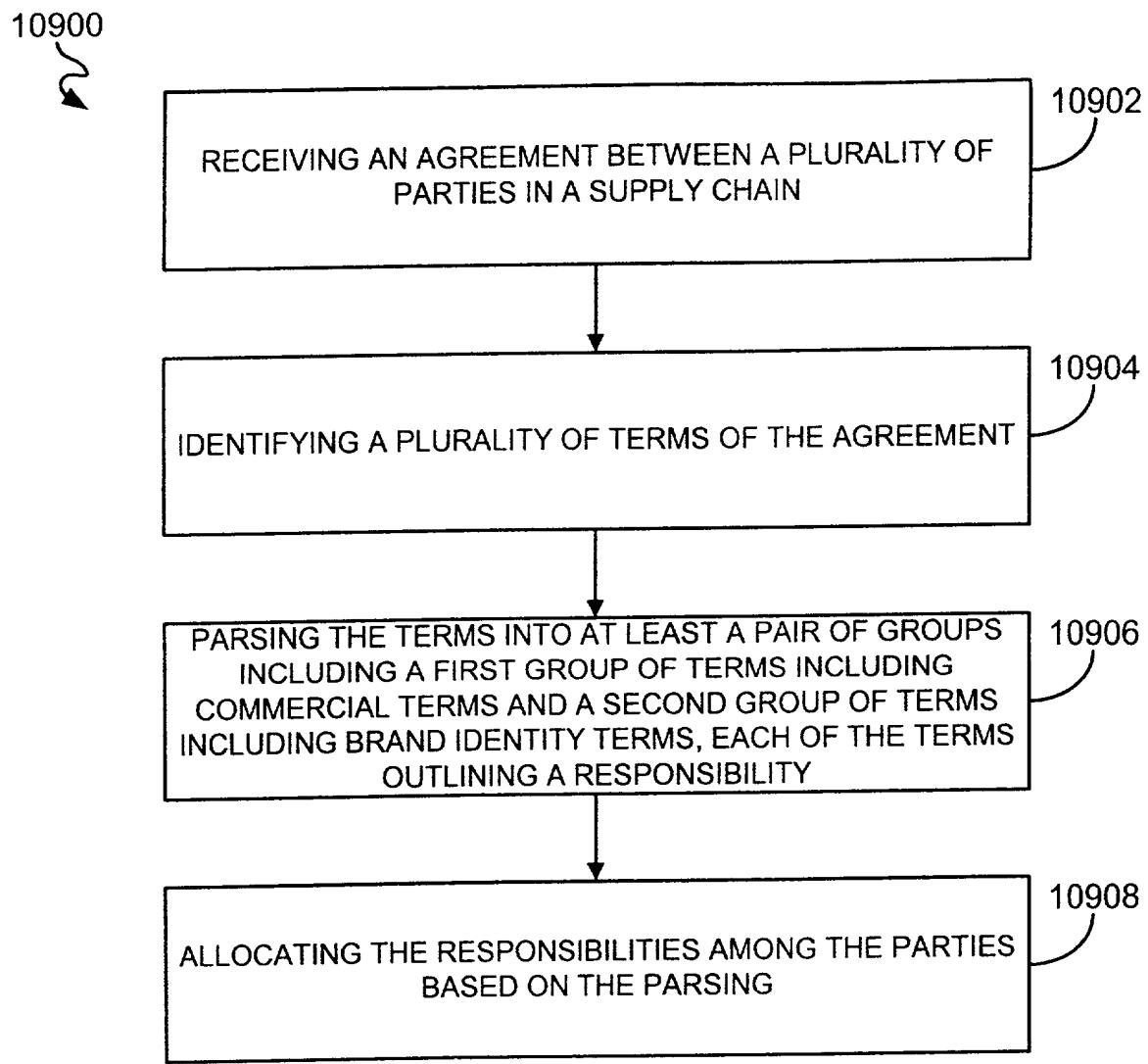


FIG. 109

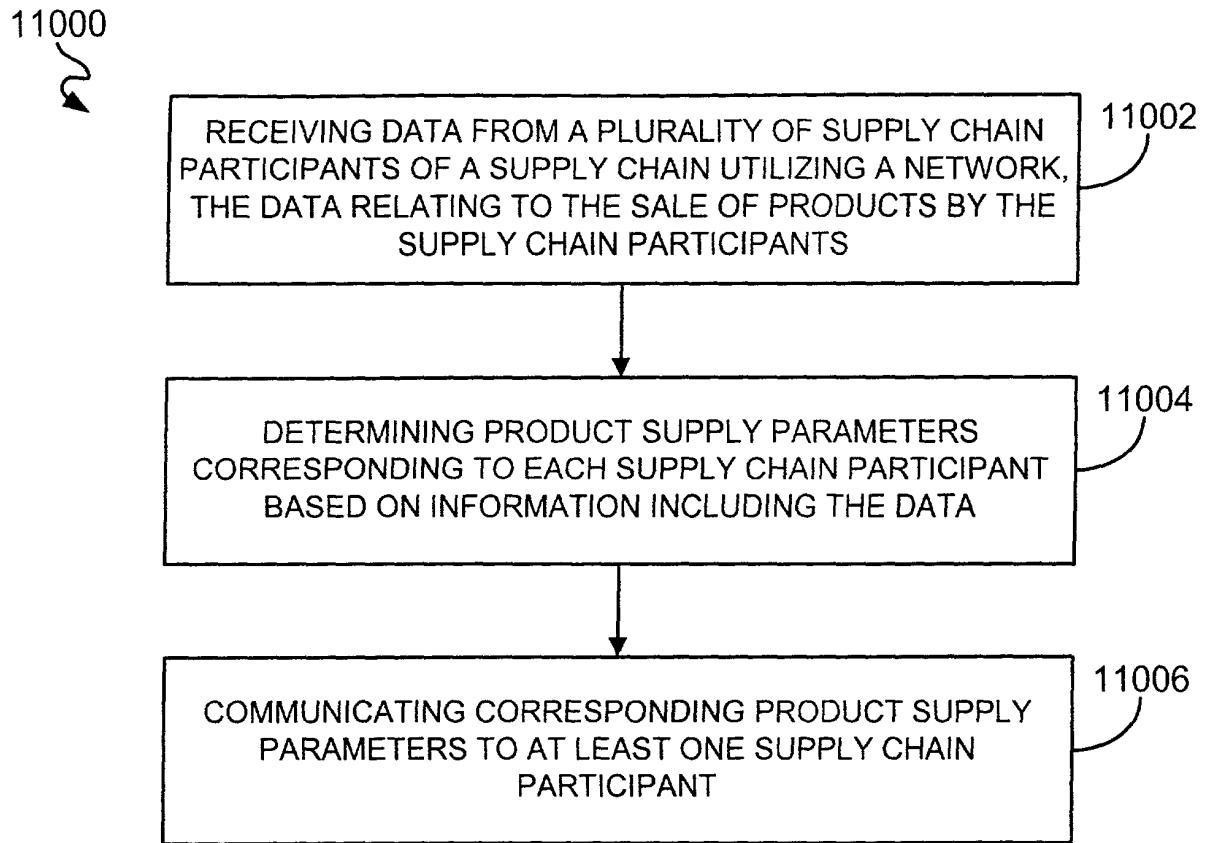


FIG. 110

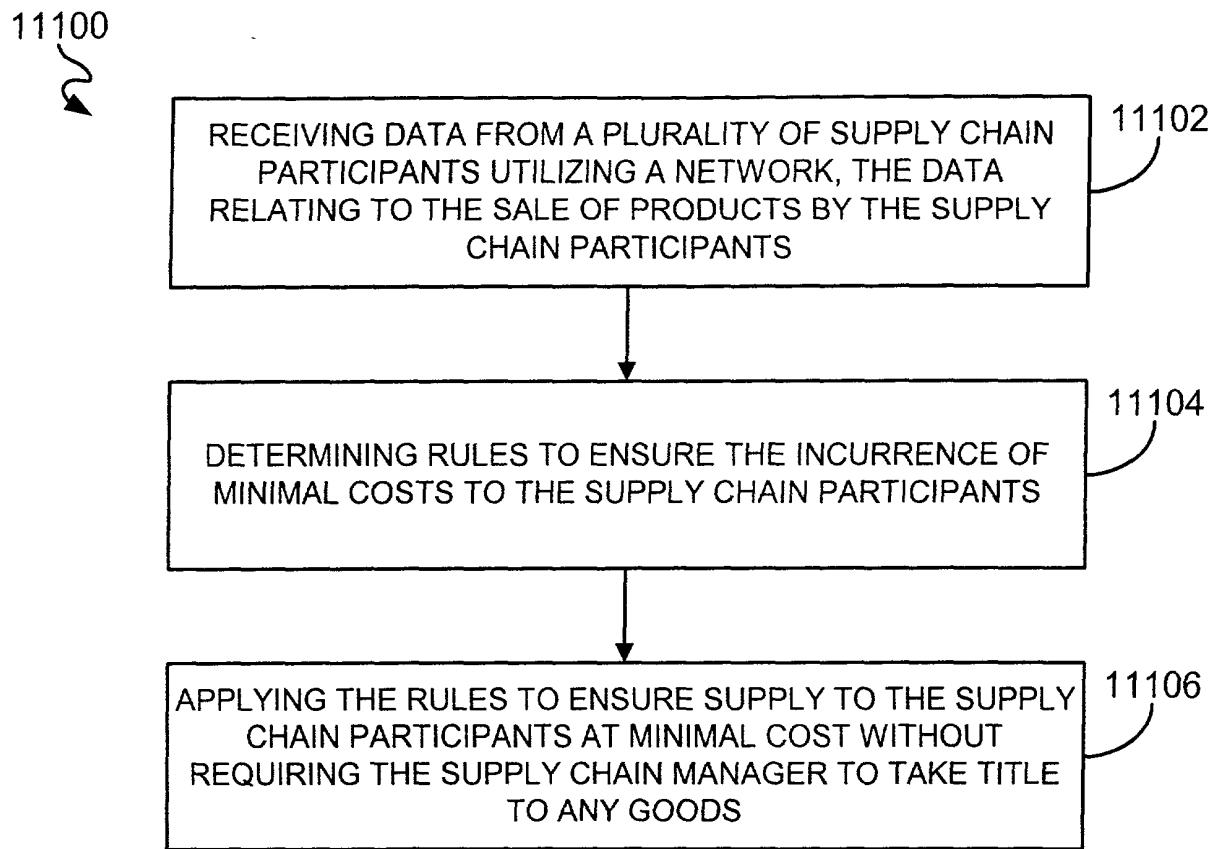


FIG. 111

10 00 00 00 00 00 00 00 00 00

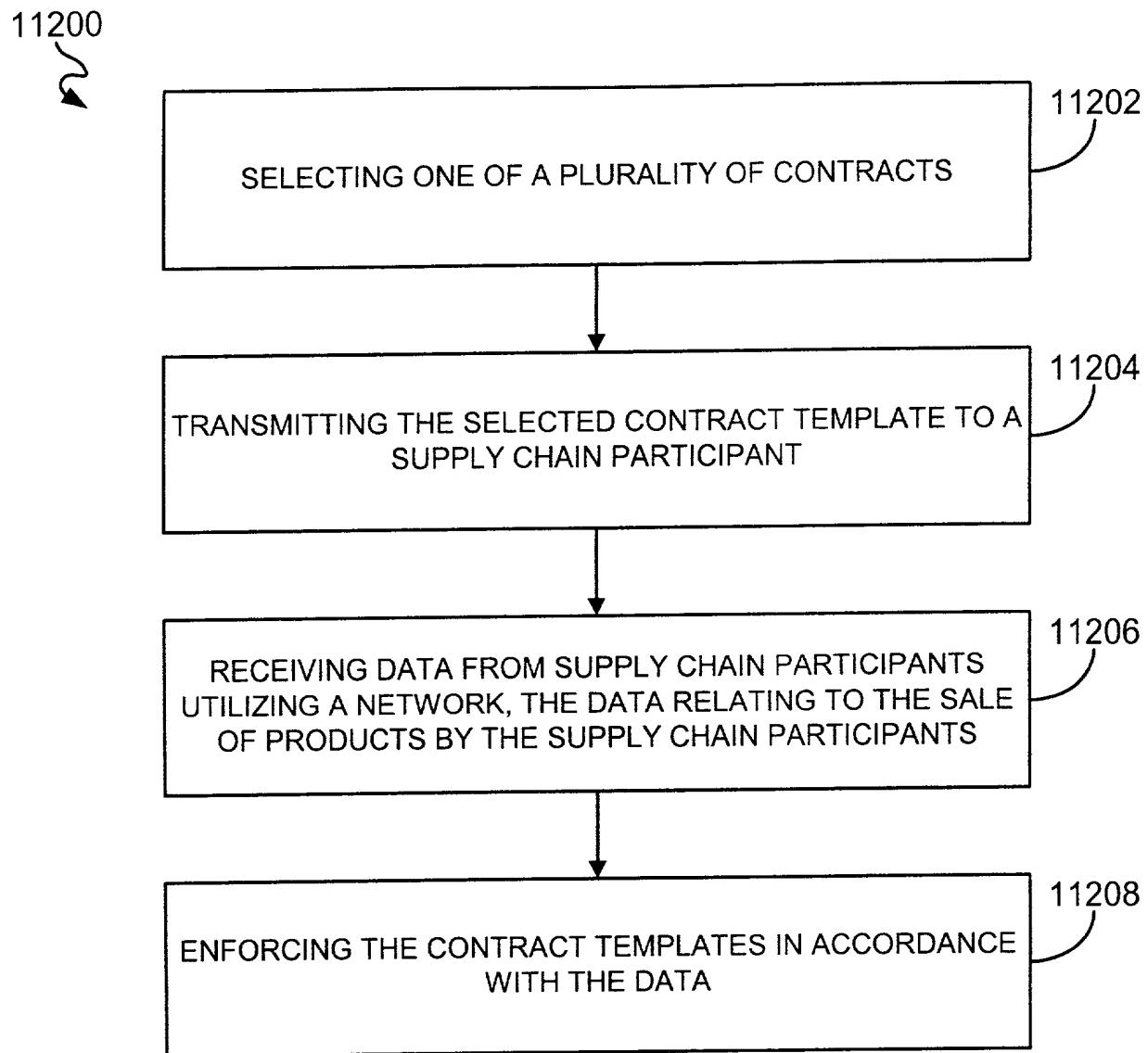


FIG. 112

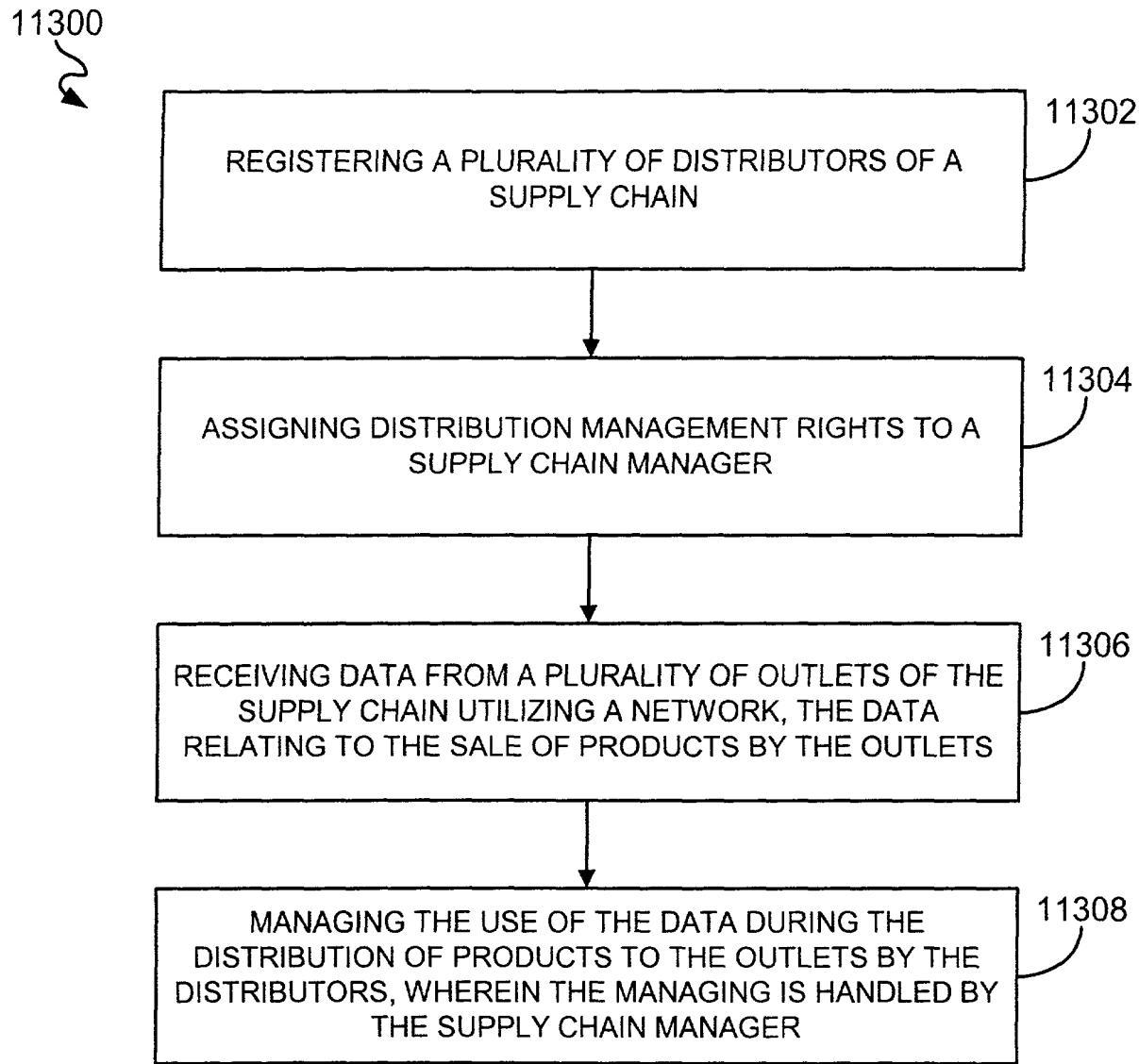


FIG. 113

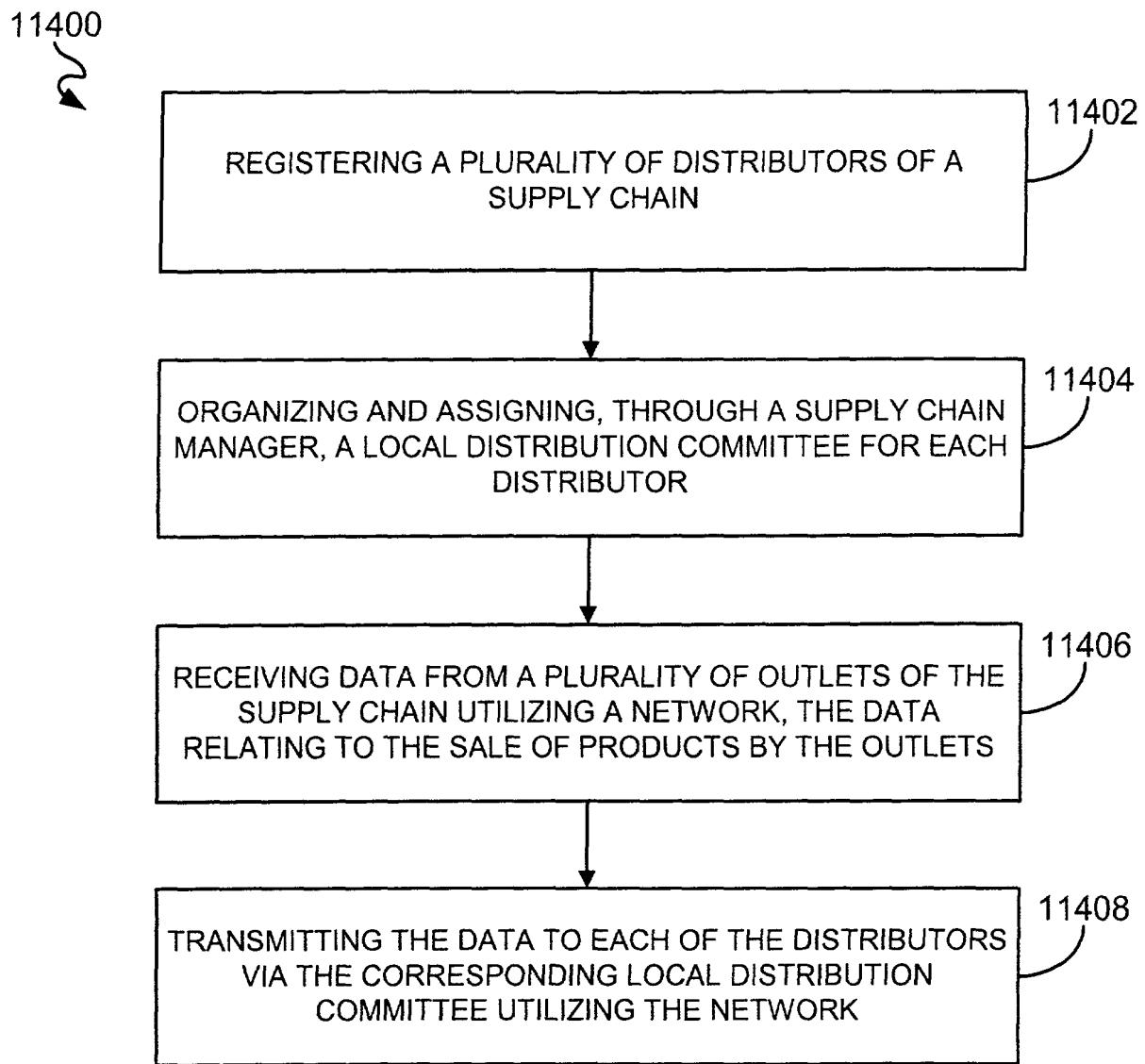


FIG. 114

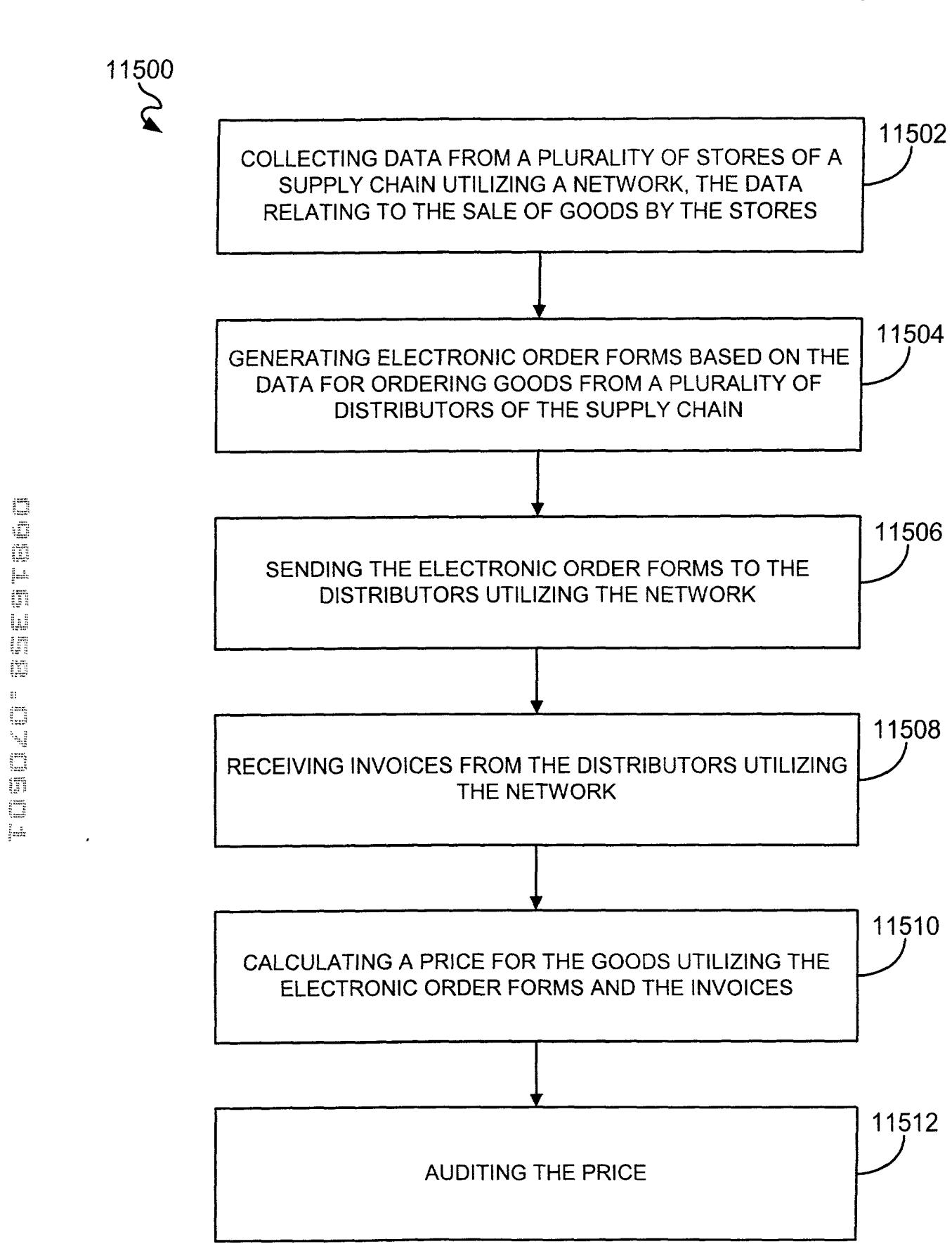


FIG. 115

Pending Filing
U.S. Patent and Trademark Office

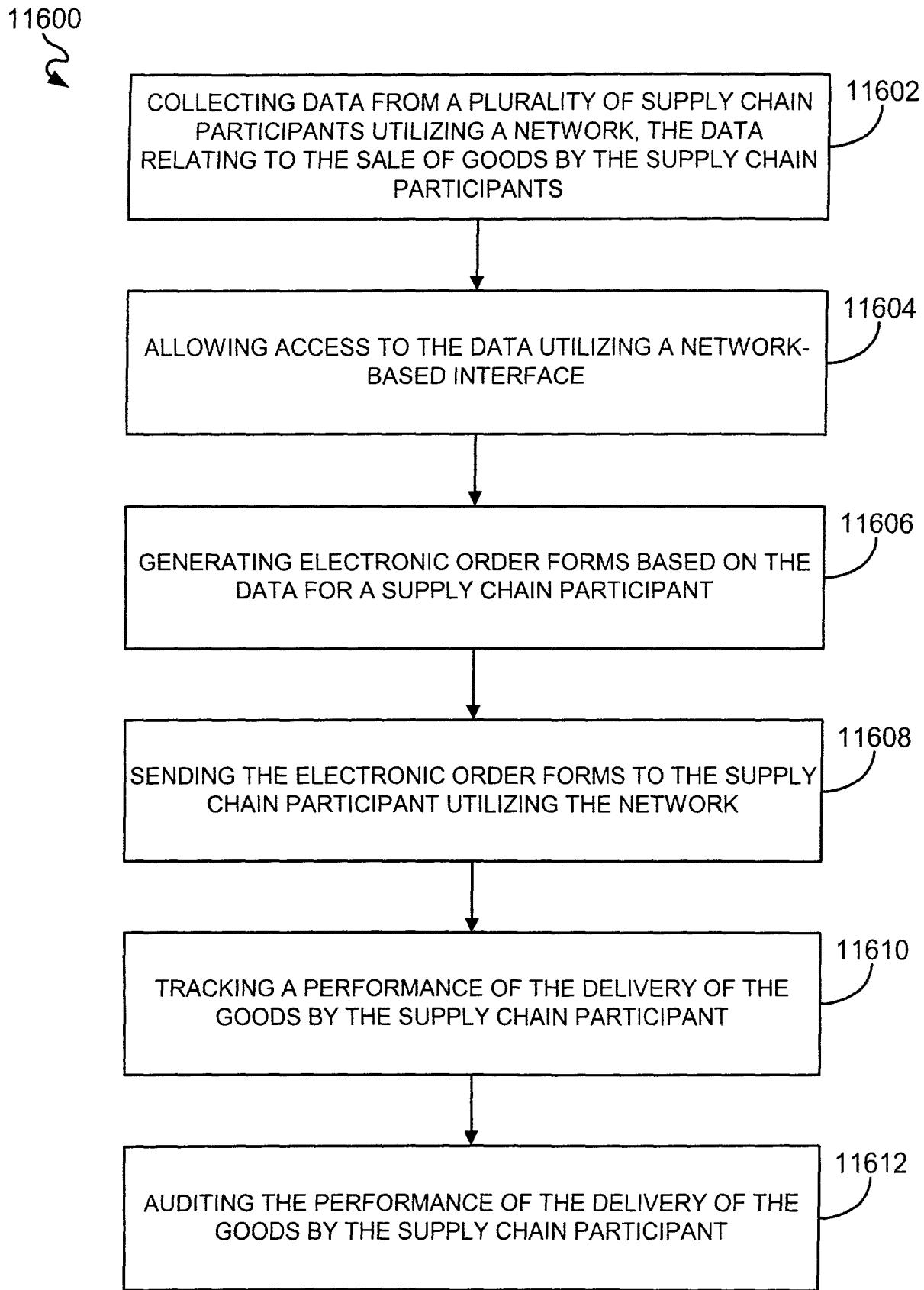


FIG. 116

11700
11702
11704
11706
11708

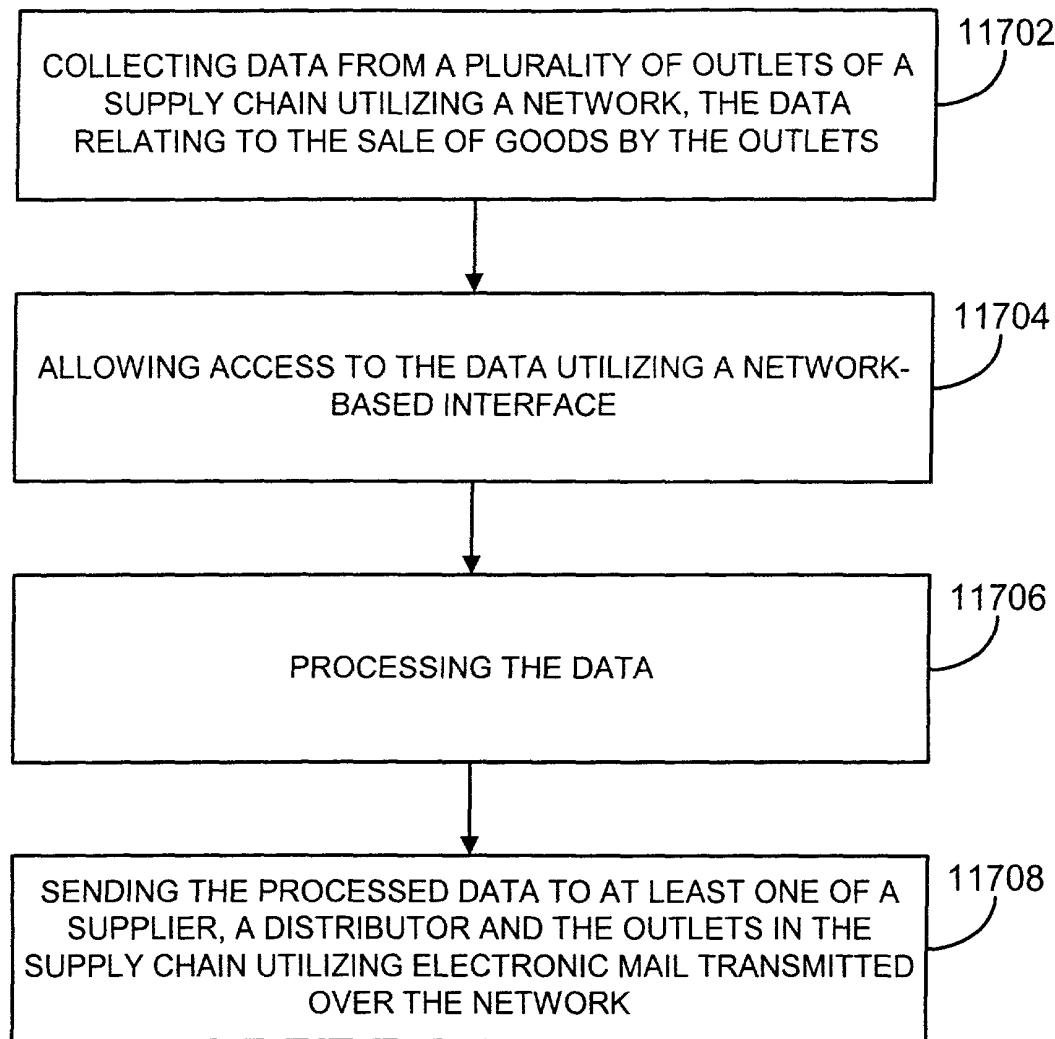


FIG. 117

11800
11802
11804
11806
11808

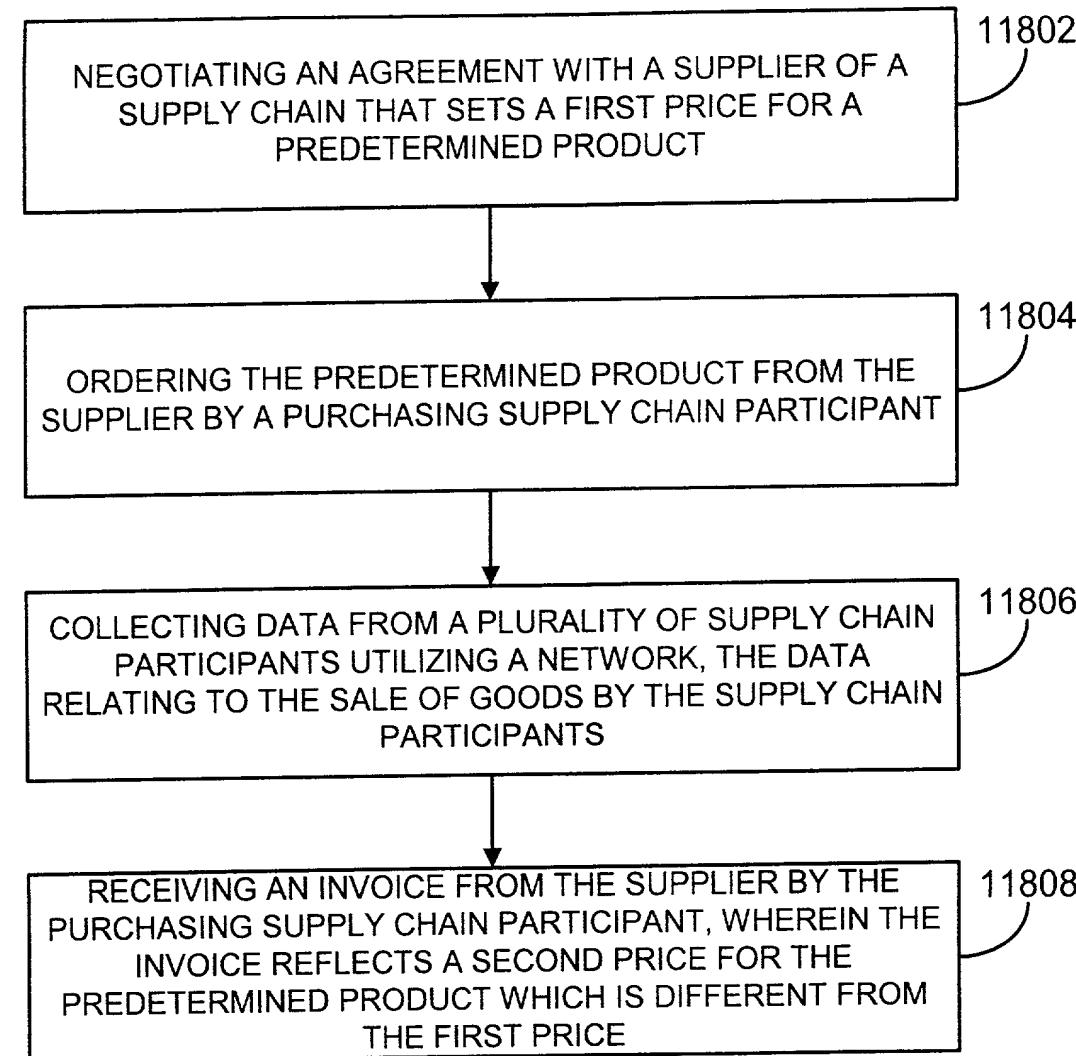


FIG. 118

102020-9999999

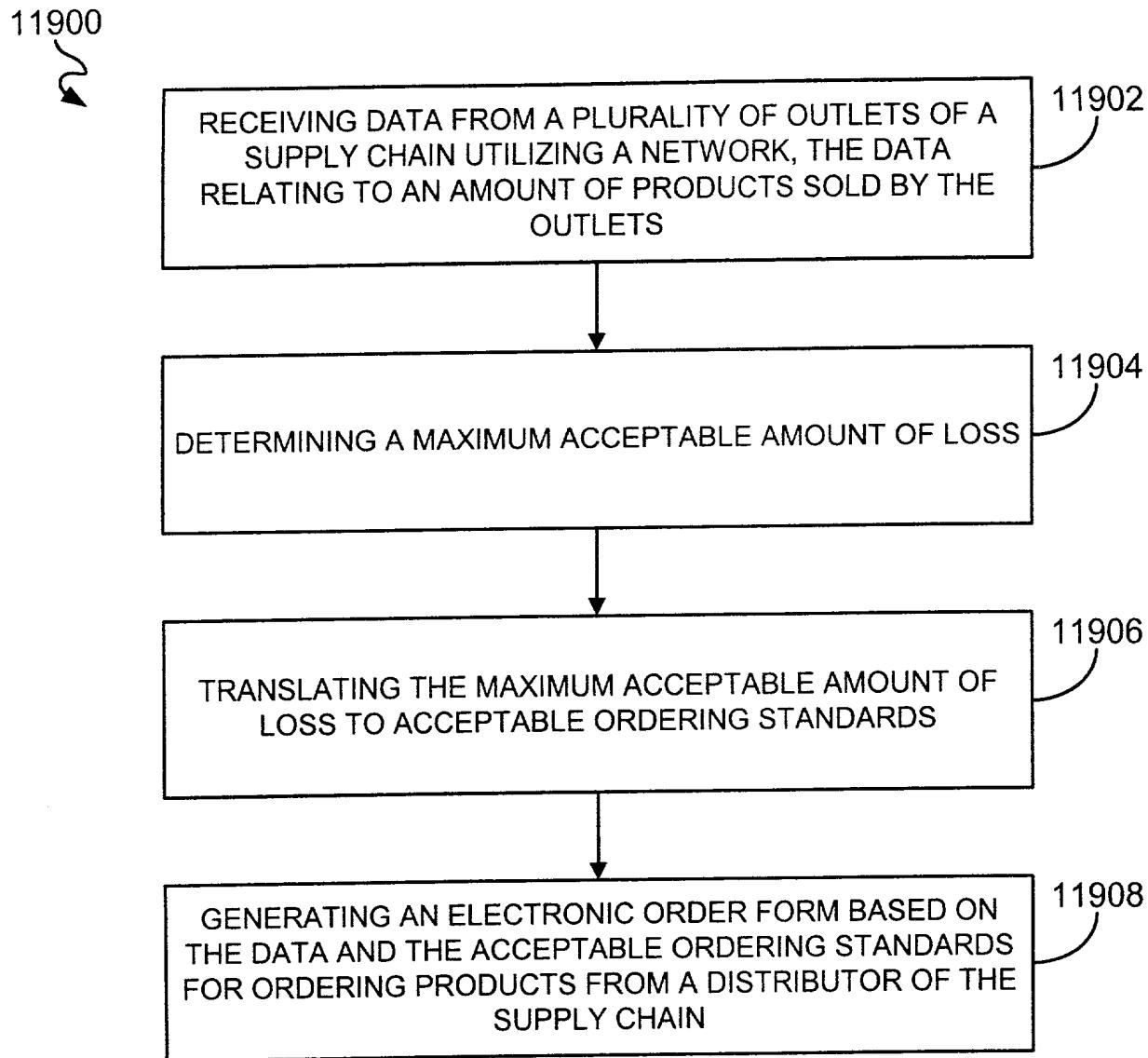


FIG. 119

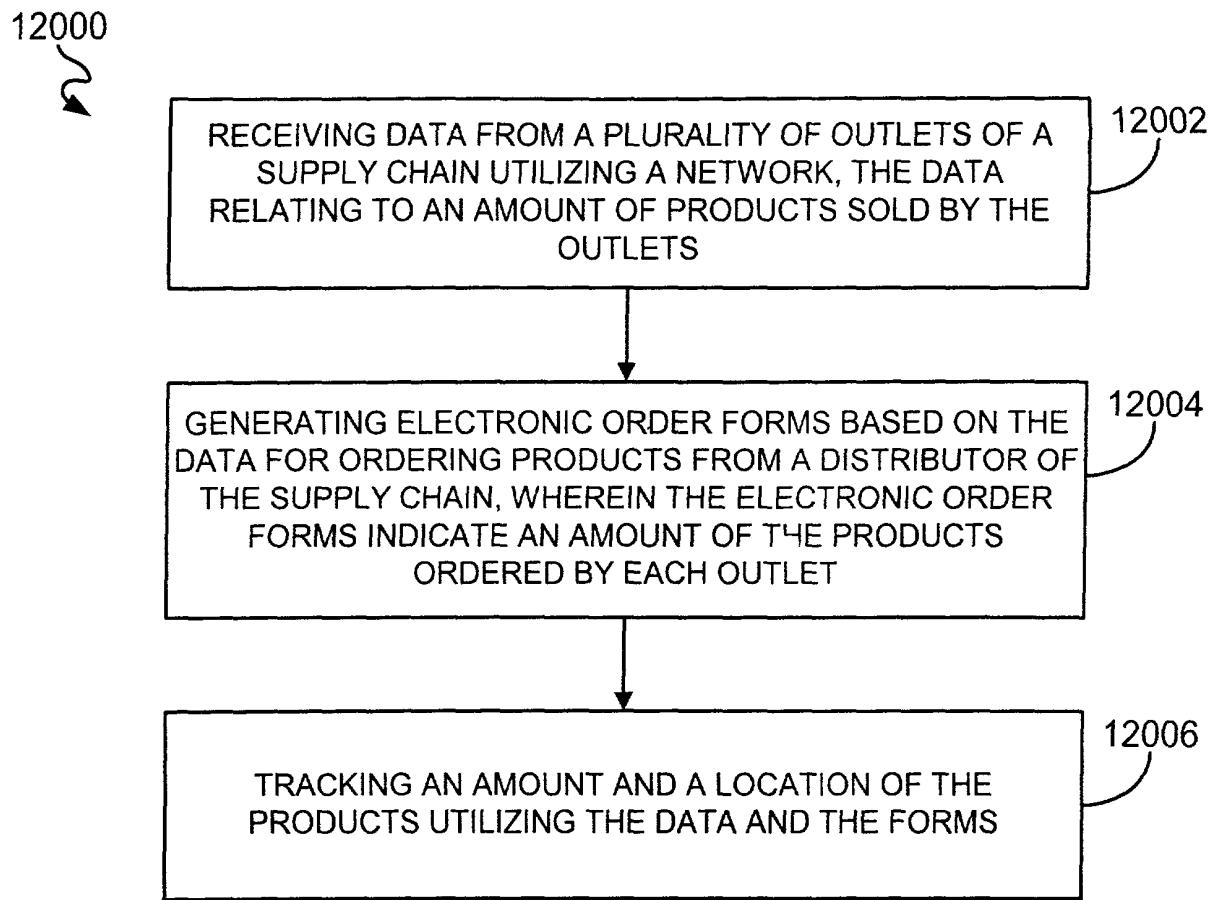


FIG. 120

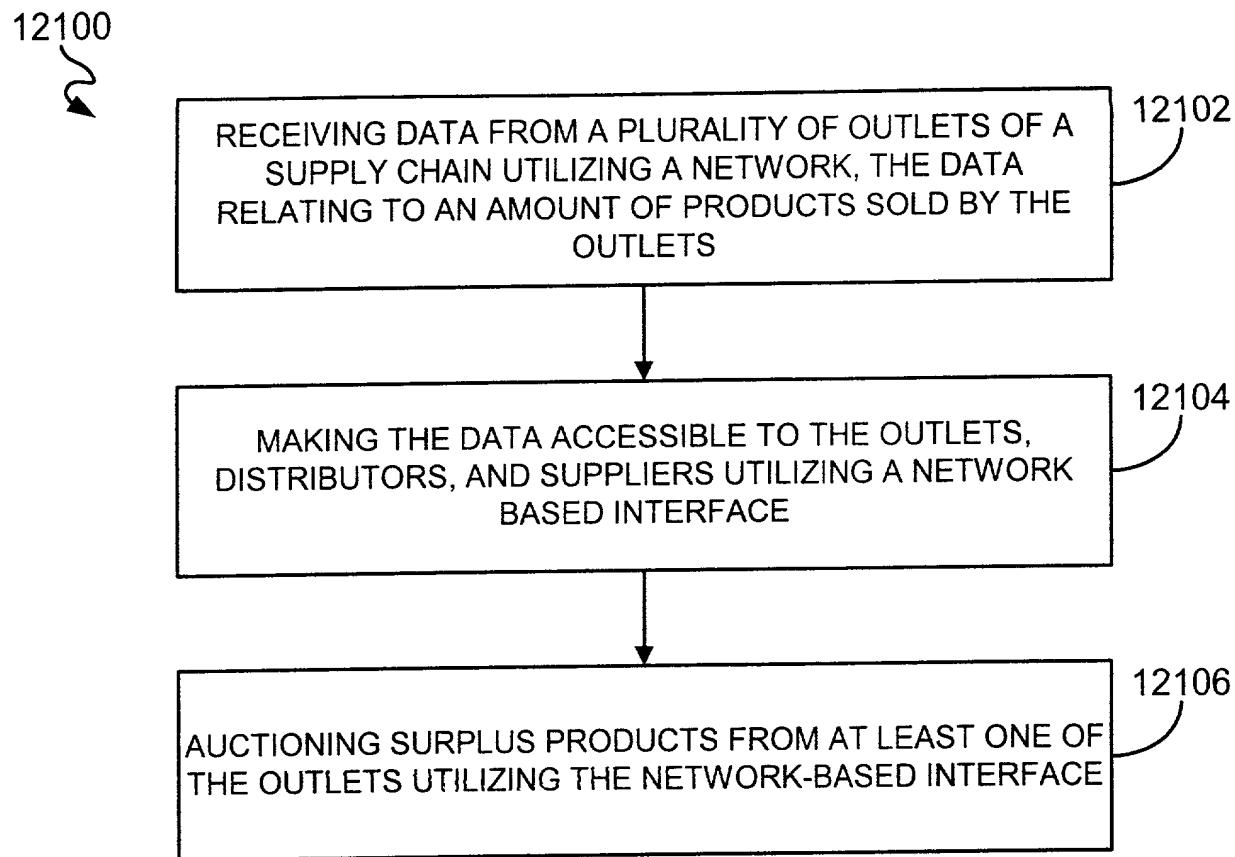


FIG. 121

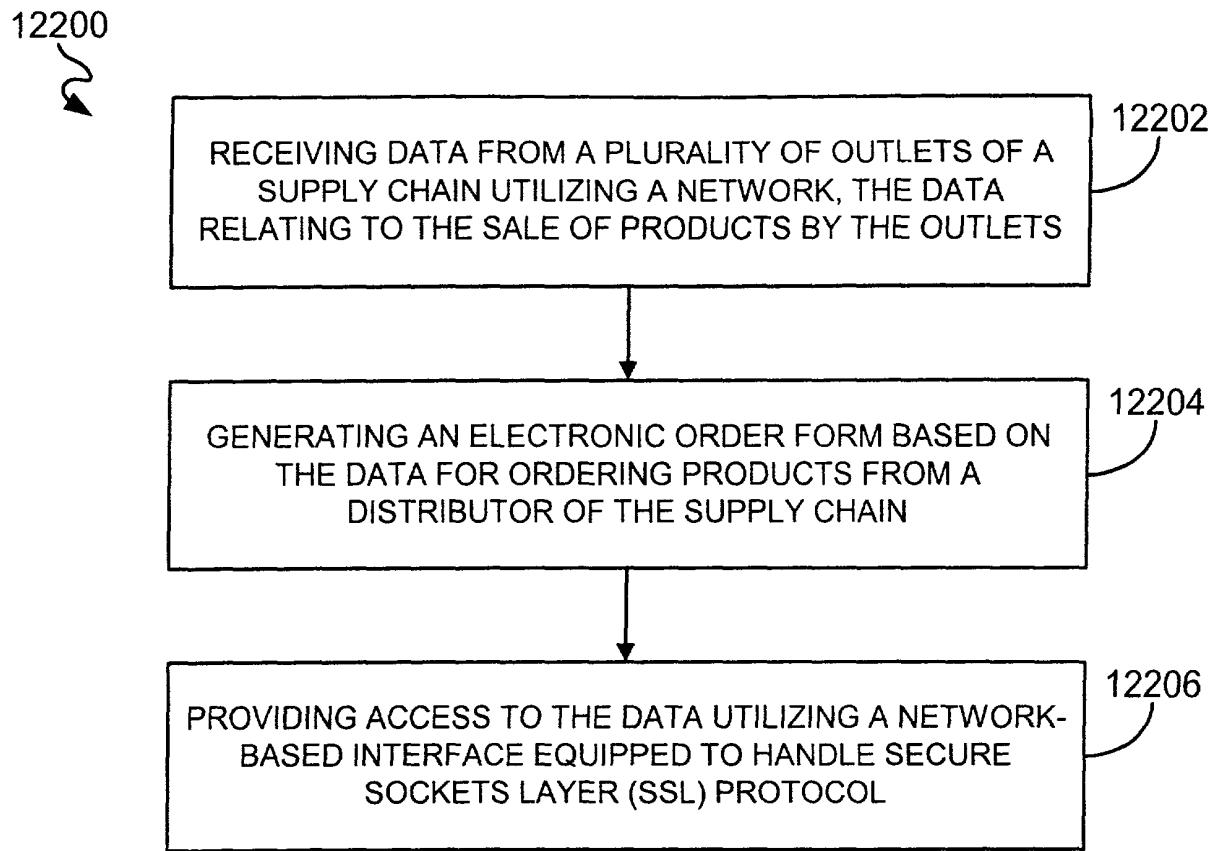


FIG. 122

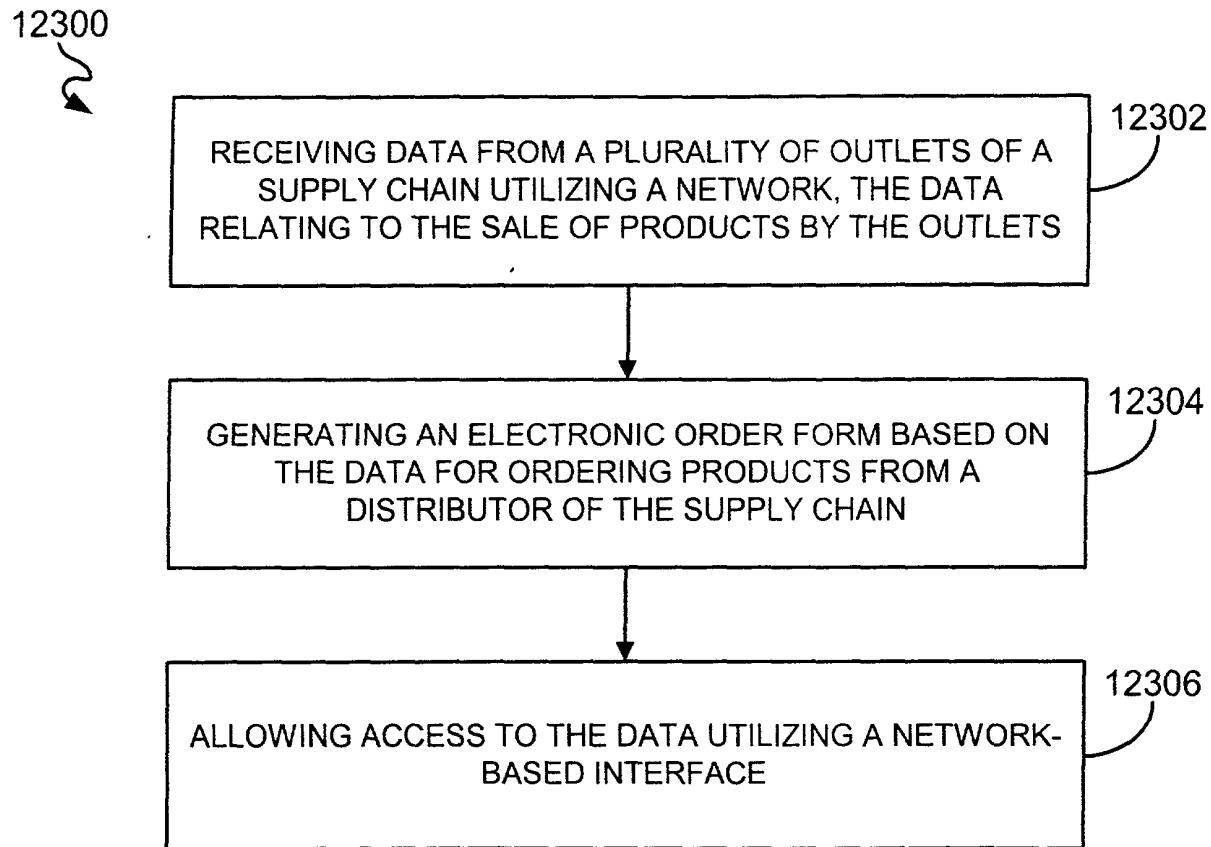


FIG. 123

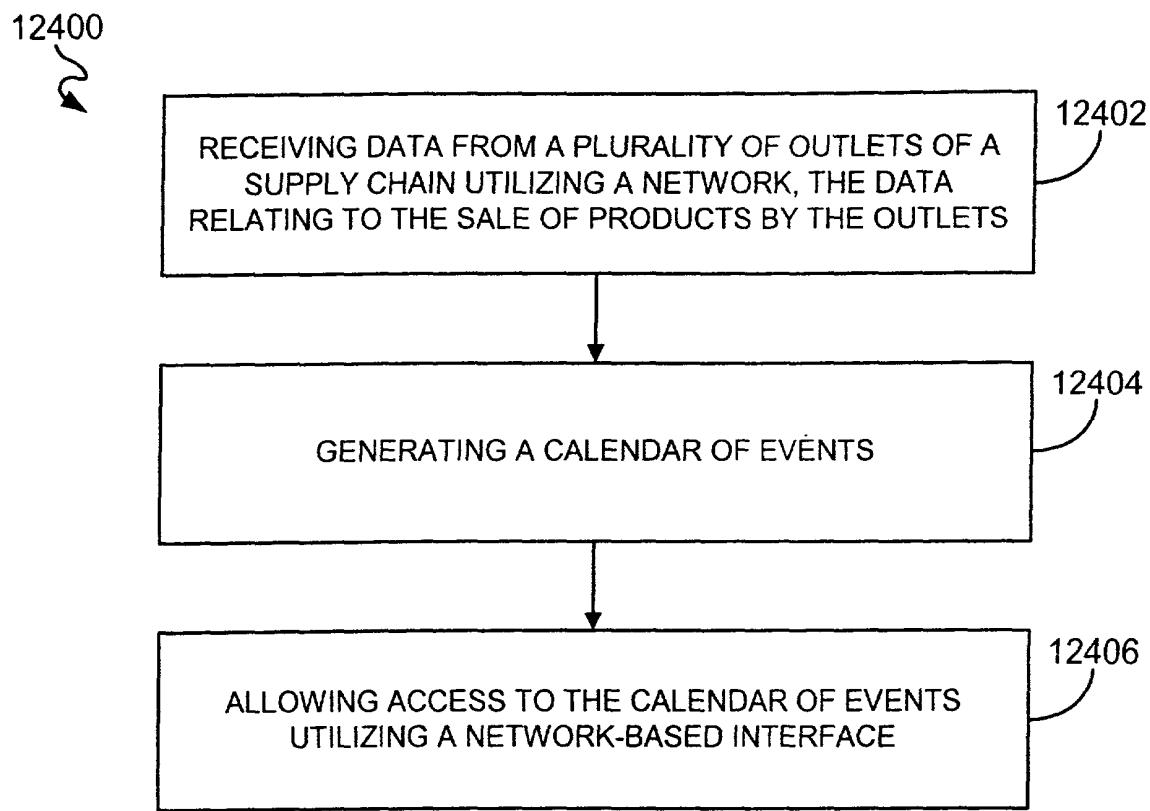


FIG. 124

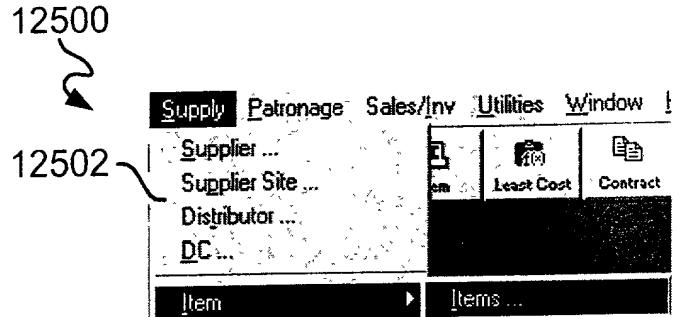


FIG. 125

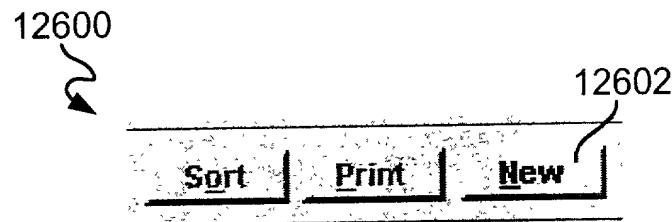


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code:

Item Rank:

FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

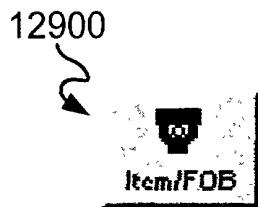


FIG. 129

13000

Supplier Item Desc:

Current: Yes No

Items per Cases:

Innerpack Contents:

Item Size:

Case Length:

Case Width:

Case Depth:

Case Dimension U/M:

Item Cubes: CUBIC FEET

Item Shelf Life:

Item No:

Tie Qty:

High Qty:

Cases Per Pallet:

Stacking Allowed:

Universal Product Code:

Cases Per Truckload:

Net Weight:

Gross Weight:

Weight U/M:

BarCode:

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information **Site Id:** 17355 **Site Role:** *FOB Shipping Point*

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information **Site Id:** 16 **FOB Shipping Point**

Name: AMERISERVE-FARMINGDALE, NY

Status: Active

Railroad Name:

Rail Sidings:

FIG. 132

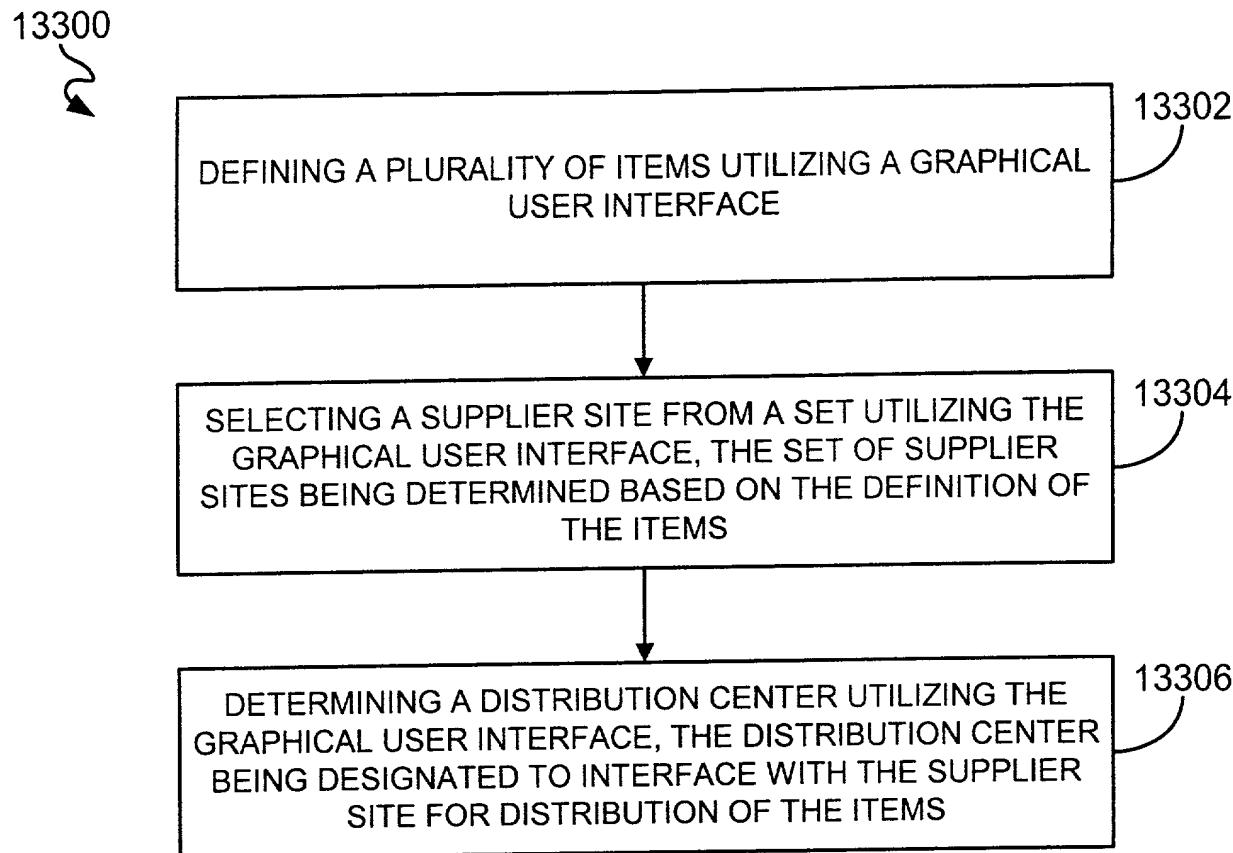


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137



FIG. 138

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

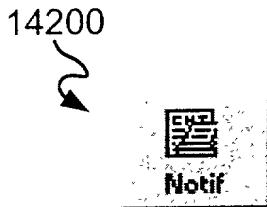


FIG. 142

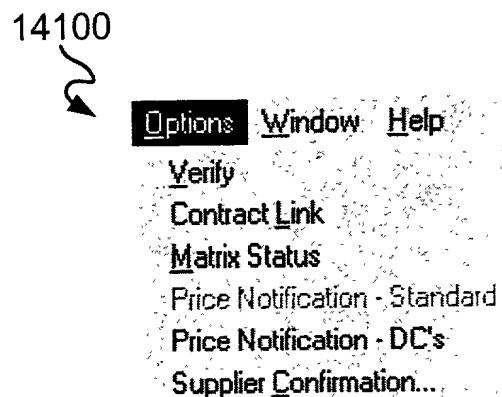


FIG. 141

<u>Cost</u>	►	Edit / View ...	F3
Commodities	►	New (using previous matrix) ...	F4
Vendor Rating	►	New (build matrix) ...	F5
Contact Management	►	Multi Item Price Notification ...	

FIG. 143

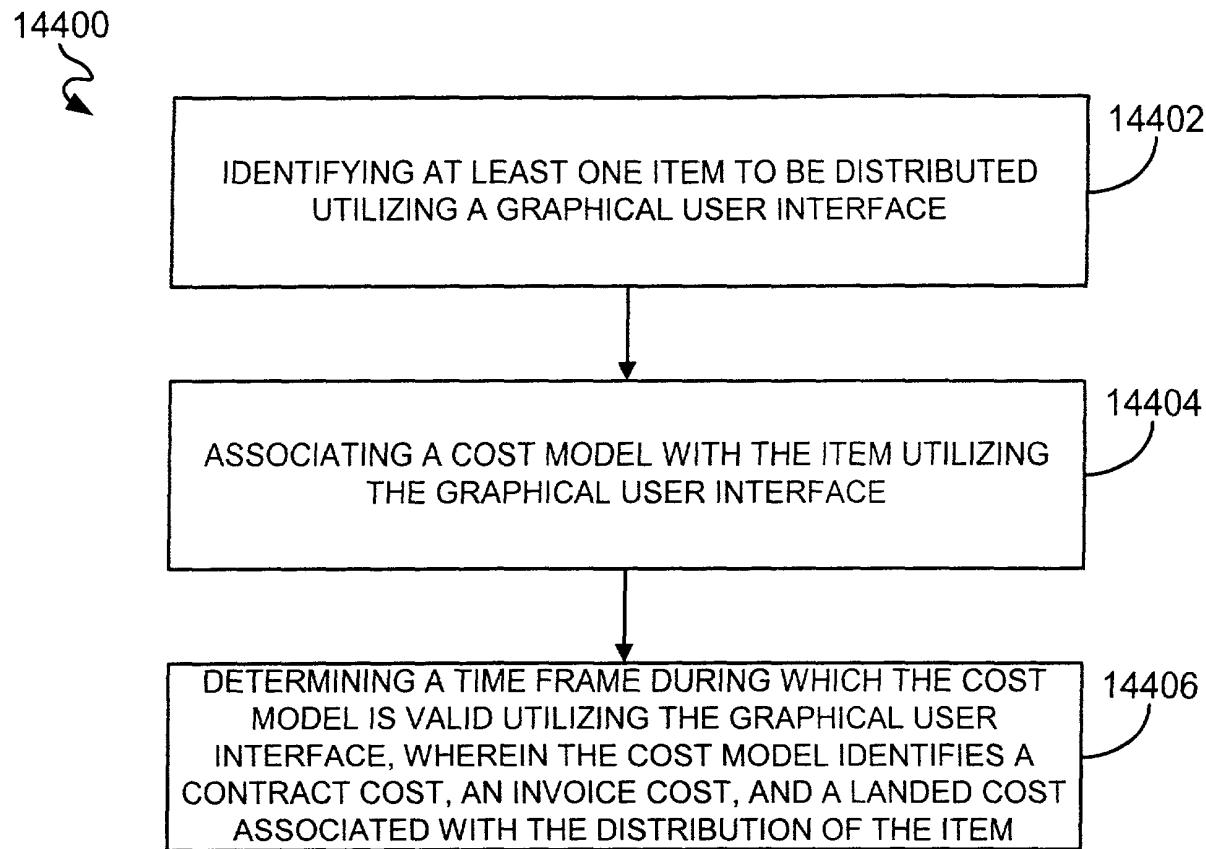


FIG. 144



FIG. 145

A screenshot of a software application window. At the top left, the text "Contract ID:" is followed by "673 - TYSON FOODS". Below this, there are two dropdown menus labeled "Initial Buyer Name:" and "Current Buyer Name:". The "Initial Buyer Name:" dropdown contains "Jamie Hersh" and the "Current Buyer Name:" dropdown contains "Chris Stanton". The background is white with some faint grid lines.

FIG. 146

A screenshot of a software application window. It displays several input fields for a contract. The fields are labeled: "Contract Start Date:" with the value "05/15/98", "Contract End Date:" with the value "12/31/02", "Execution Date:" with the value "5/15/98", "Effective:" with a dropdown menu containing "Shipment Date", and "Payment Terms:" with a dropdown menu containing "Net 10". The background is white with some faint grid lines.

FIG. 147



FIG. 148

FIG. 149

FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



FIG. 152

15300



FIG. 153

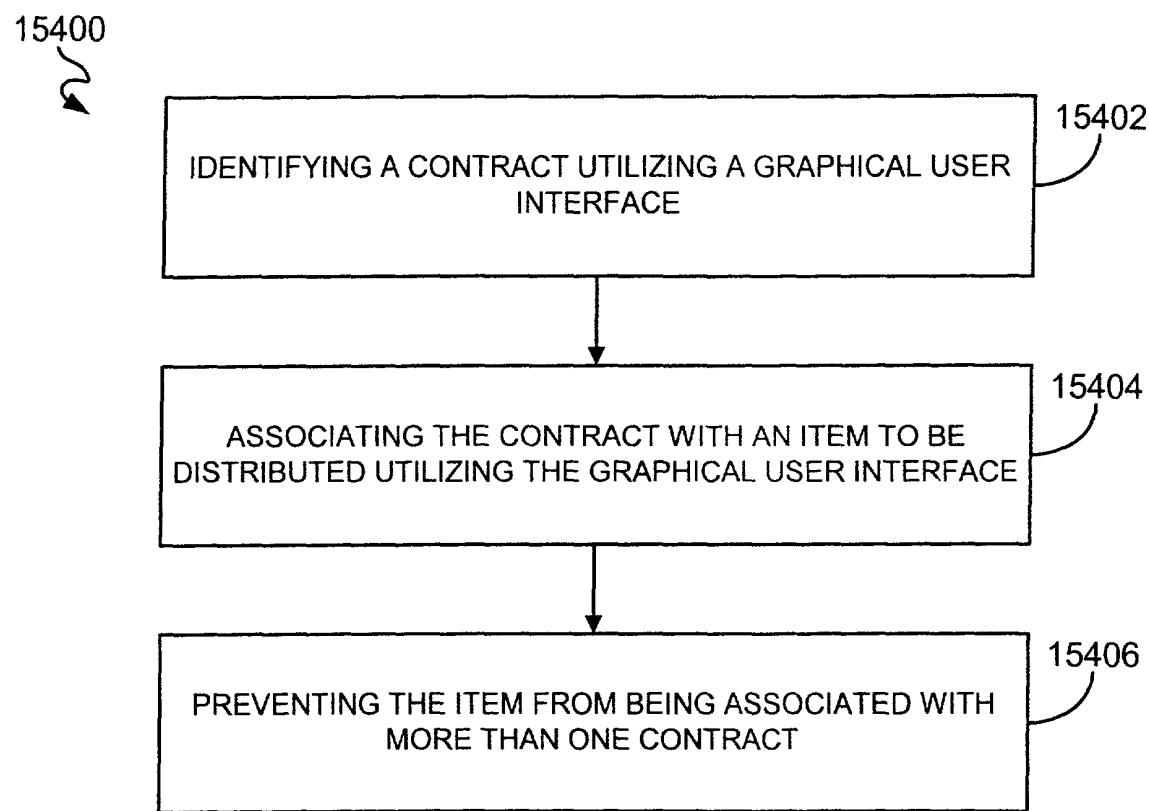


FIG. 154

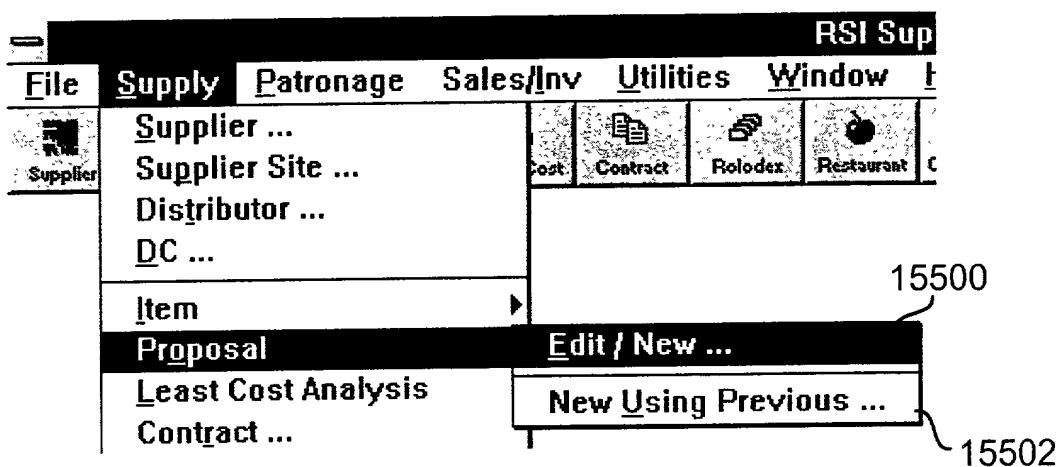


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
Proposal Information								
Proposal ID:	1021							
Proposal Name:	Foam Hot Cups & Polystyrene Lids							
Buyer Name:	Dennis Clabby							
Actions								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						

FIG. 156

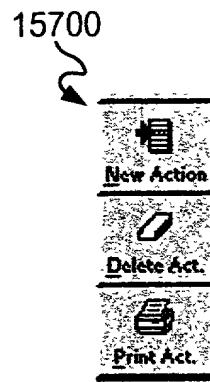


FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Best | Usage | Templates | View Bid

Search | Query | Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

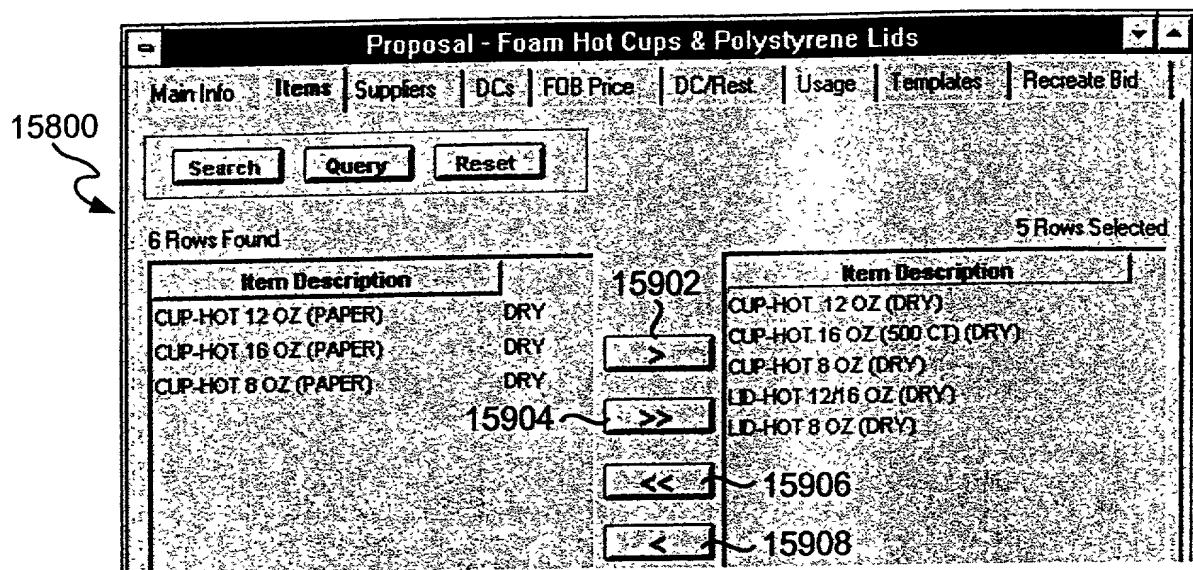


FIG. 159

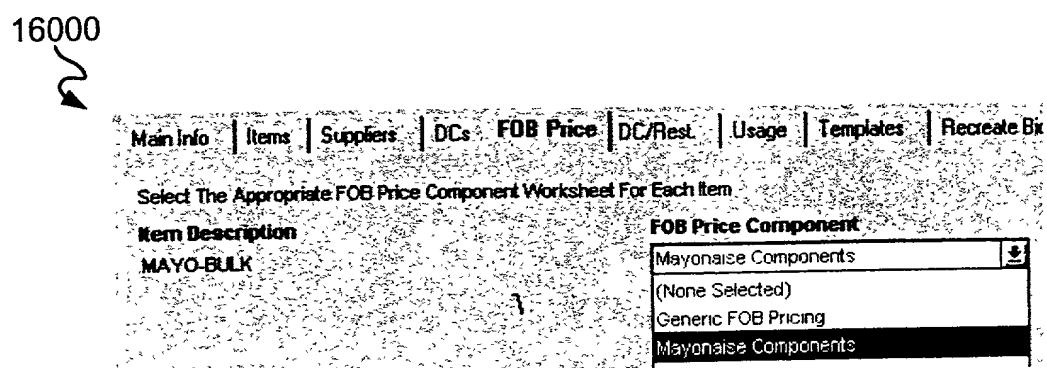


FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	+/-
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

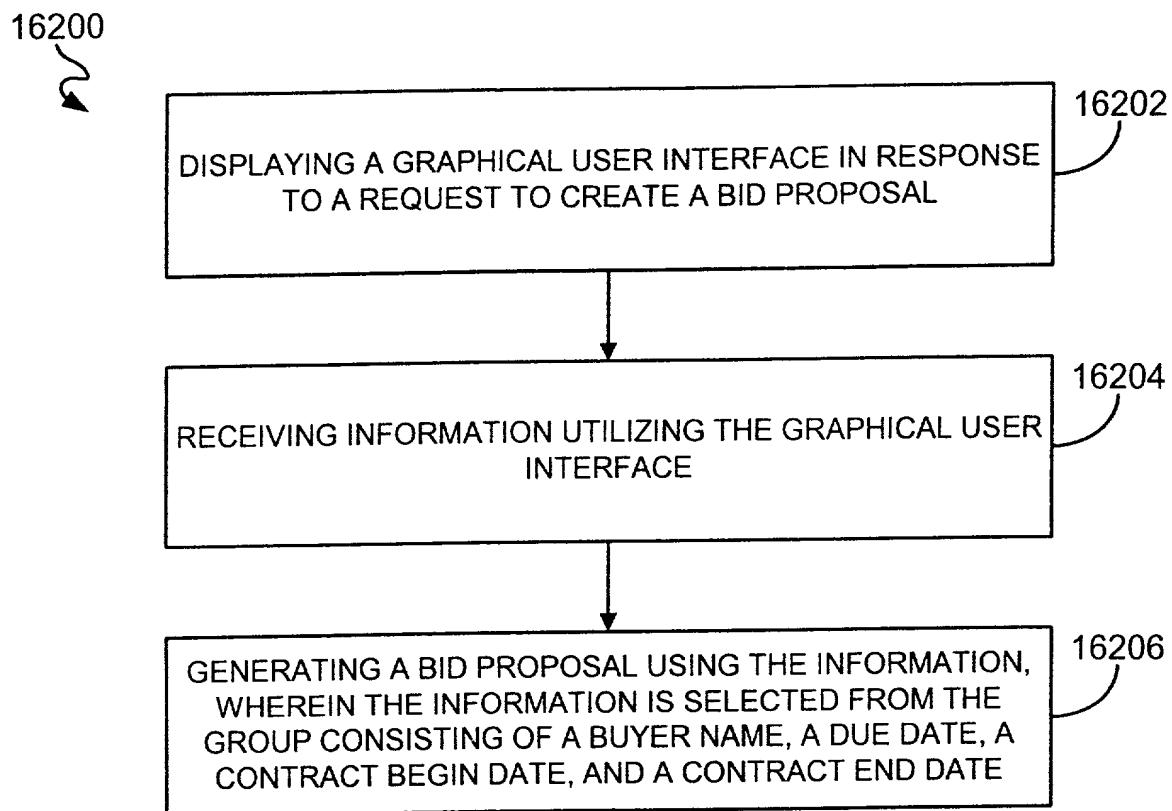


FIG. 162

F D S G A F G S G F G F G

16300

Templates | Create Bid

16400

FIG. 163

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
			<i>Word</i>
Bid Proposal Cover Letter	?	?	Y
General Terms and Conditions	?	?	N
Usage Estimates	?	?	N
Supplier Facility Worksheets	?	?	N
Item Information Worksheets	?	?	N
Sample Supply Agreement	?	?	N
BK Specification Request	?	?	N
FOB Price Component	?	?	Y
Truckload Freight Worksheet	?	?	N
LTL Freight Worksheet	?	?	N

FIG. 164

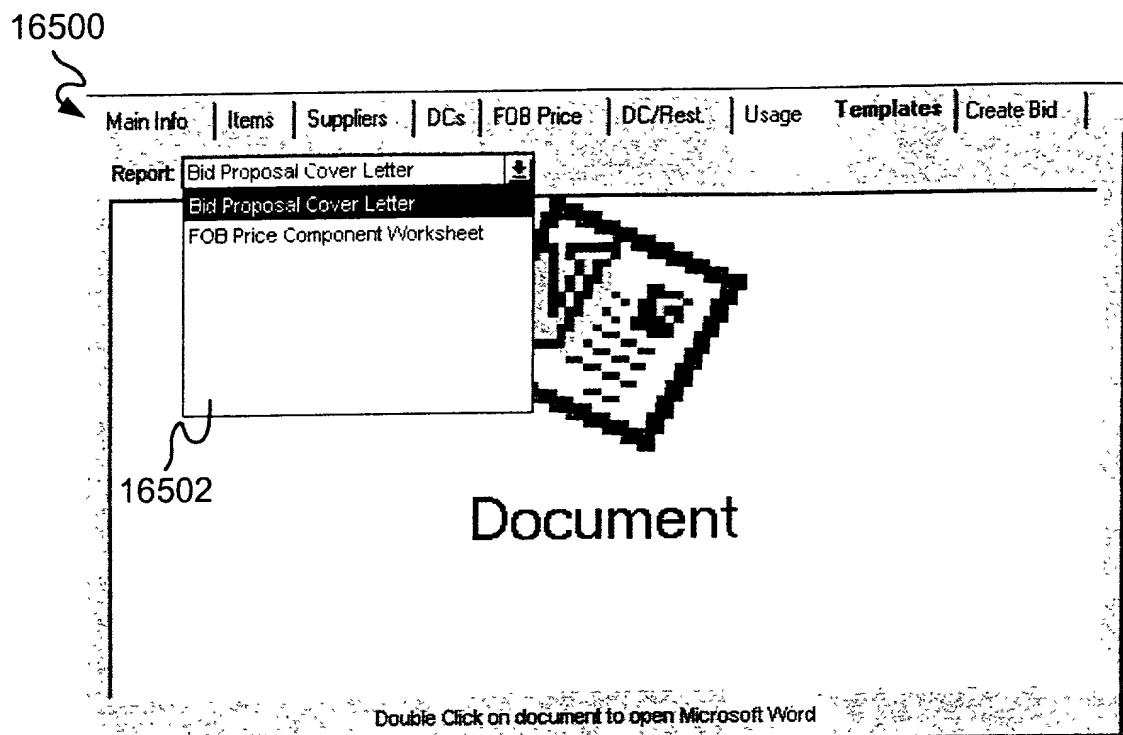


FIG. 165

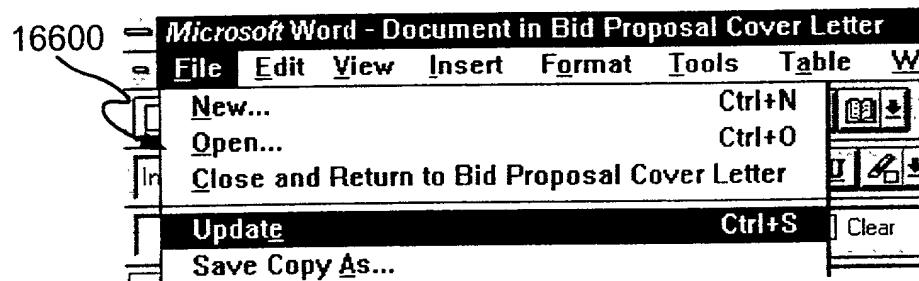


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Create Bid**

Bid Proposal Sent

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>	Blank Sheets	
Item Information Worksheet	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Sample Supply Agreement	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary.			
Truckload Freight Worksheet			
LTL Freight Worksheet			

FIG. 167

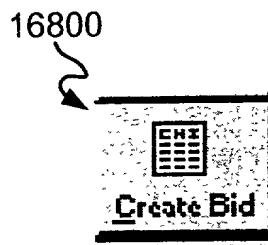


FIG. 168

16900

Report: Item Information Worksheet
7/2/97 Supplier: (all)

**Restaurant Services, Inc.
Item Information Worksheet**

ATTY
DS

FIG. 169

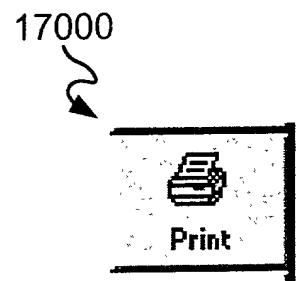


FIG. 170

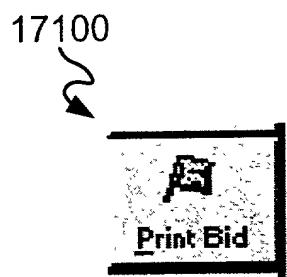


FIG. 171

17200
17202
17204
17206
17208

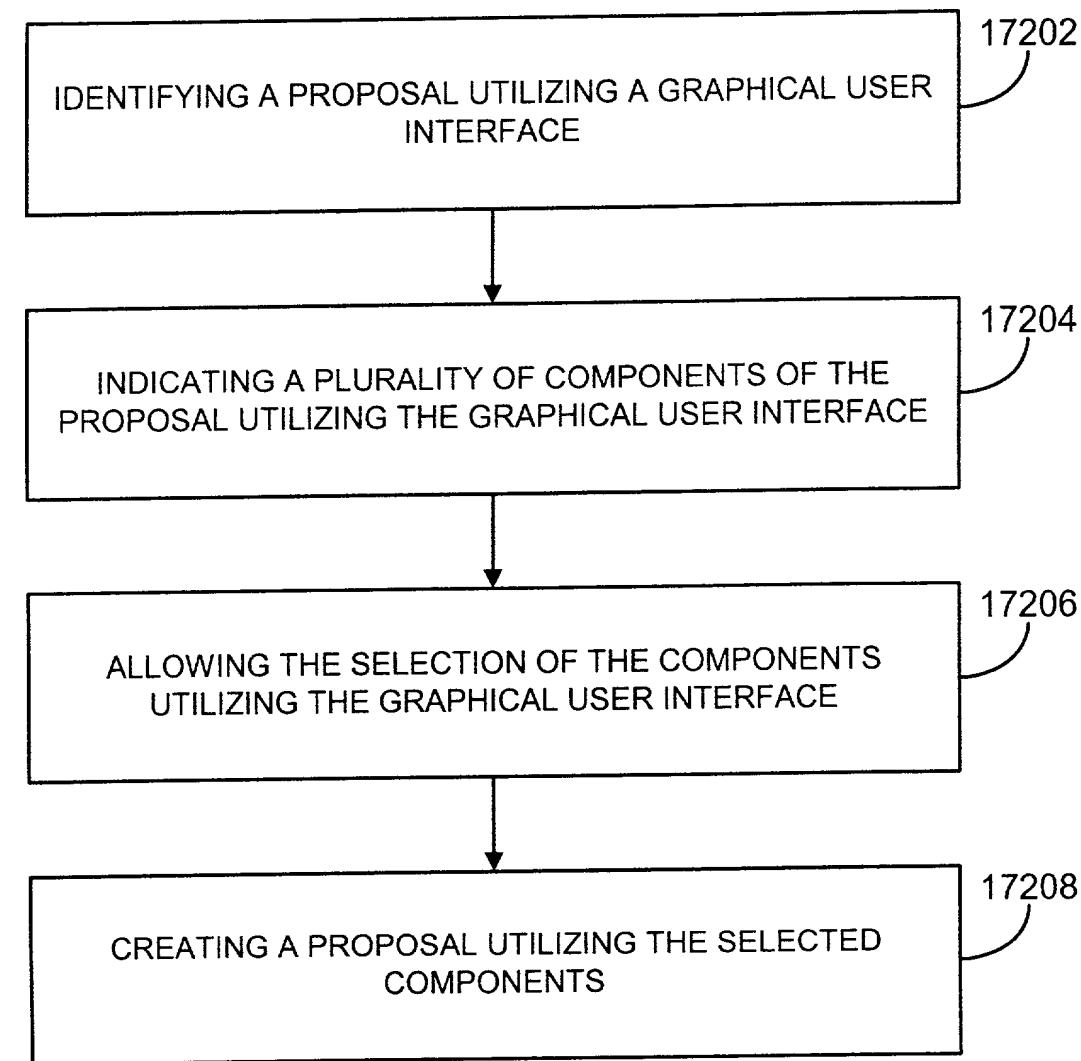


FIG. 172

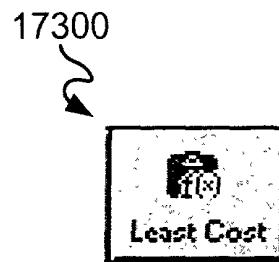


FIG. 173

17400

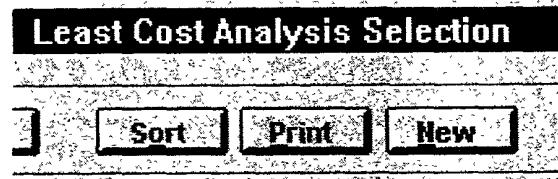


FIG. 174

17500

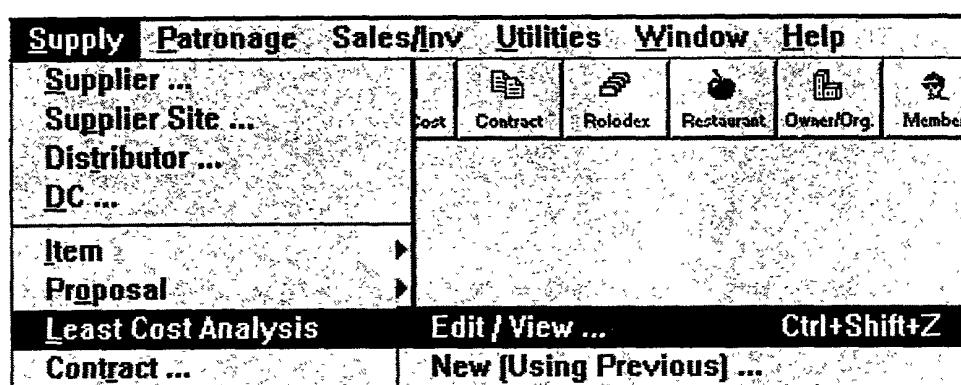


FIG. 175

Bid Proposal Name: (None) 

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600 

FIG. 176

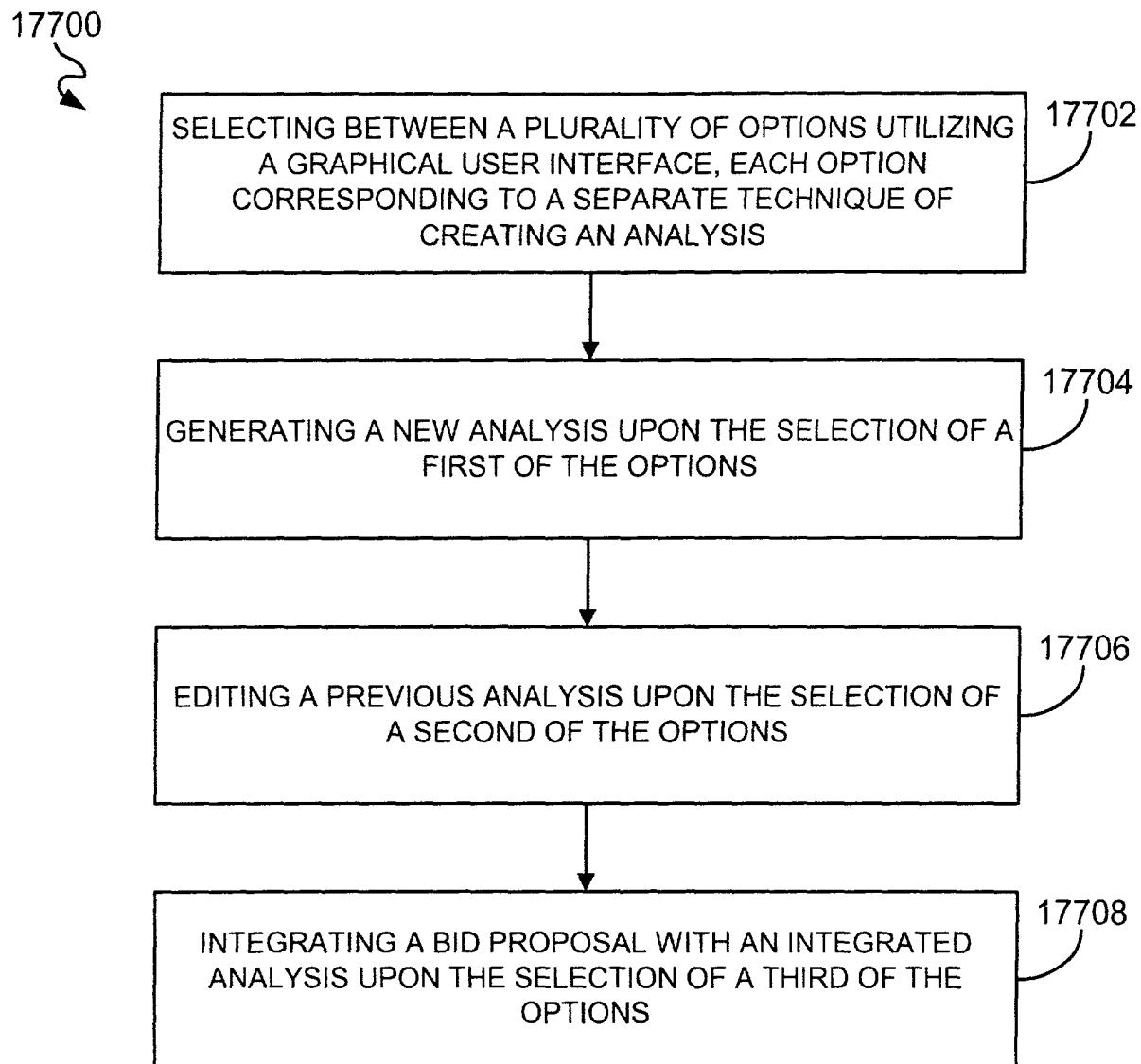


FIG. 177

17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB
What is pricing method for this version ? FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000
Override RDC Truckload Validation? No
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

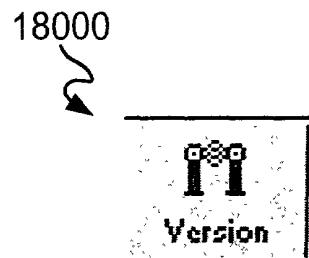


FIG. 180

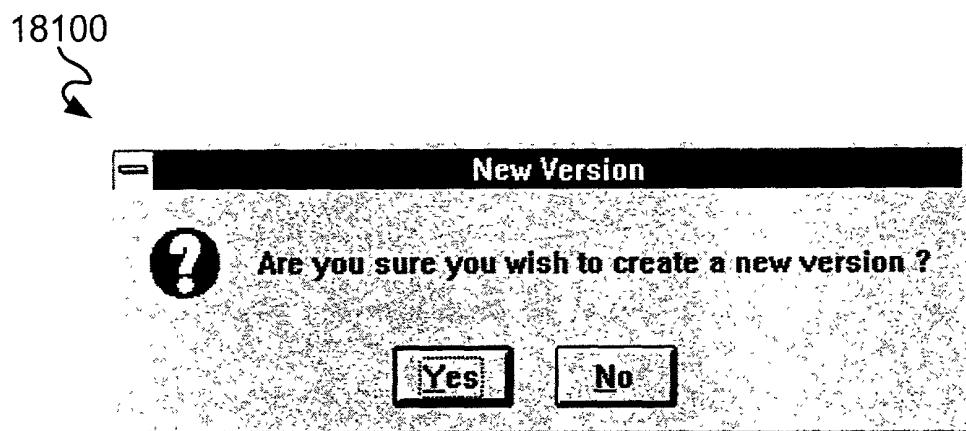


FIG. 181

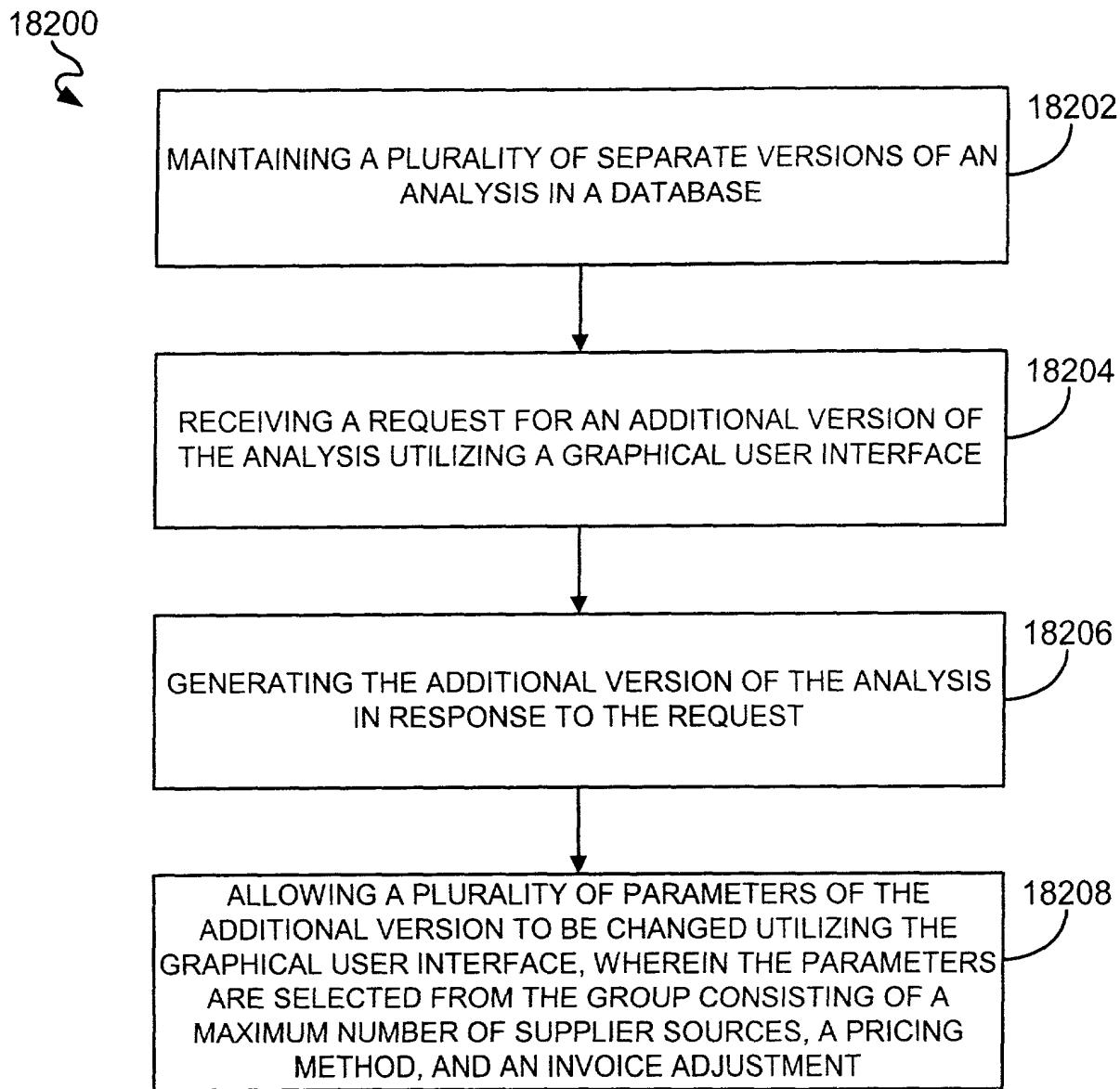


FIG. 182

18300
18302

18300

Search Query Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400



Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18400 18402

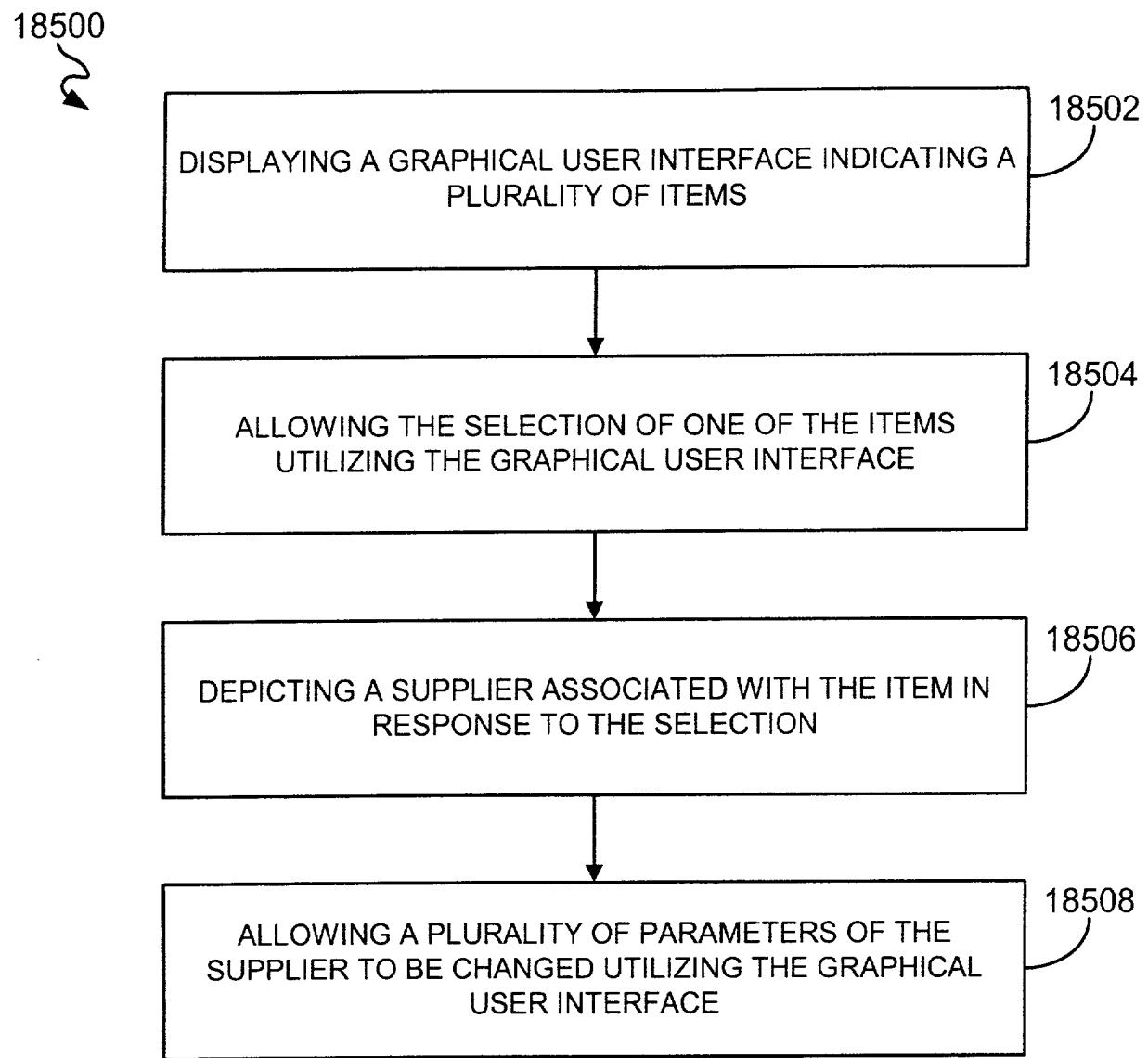


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	6
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	Case Cube: 3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M	INCHES(S)	Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

P 00 00 00 00 00 00 00 00 00

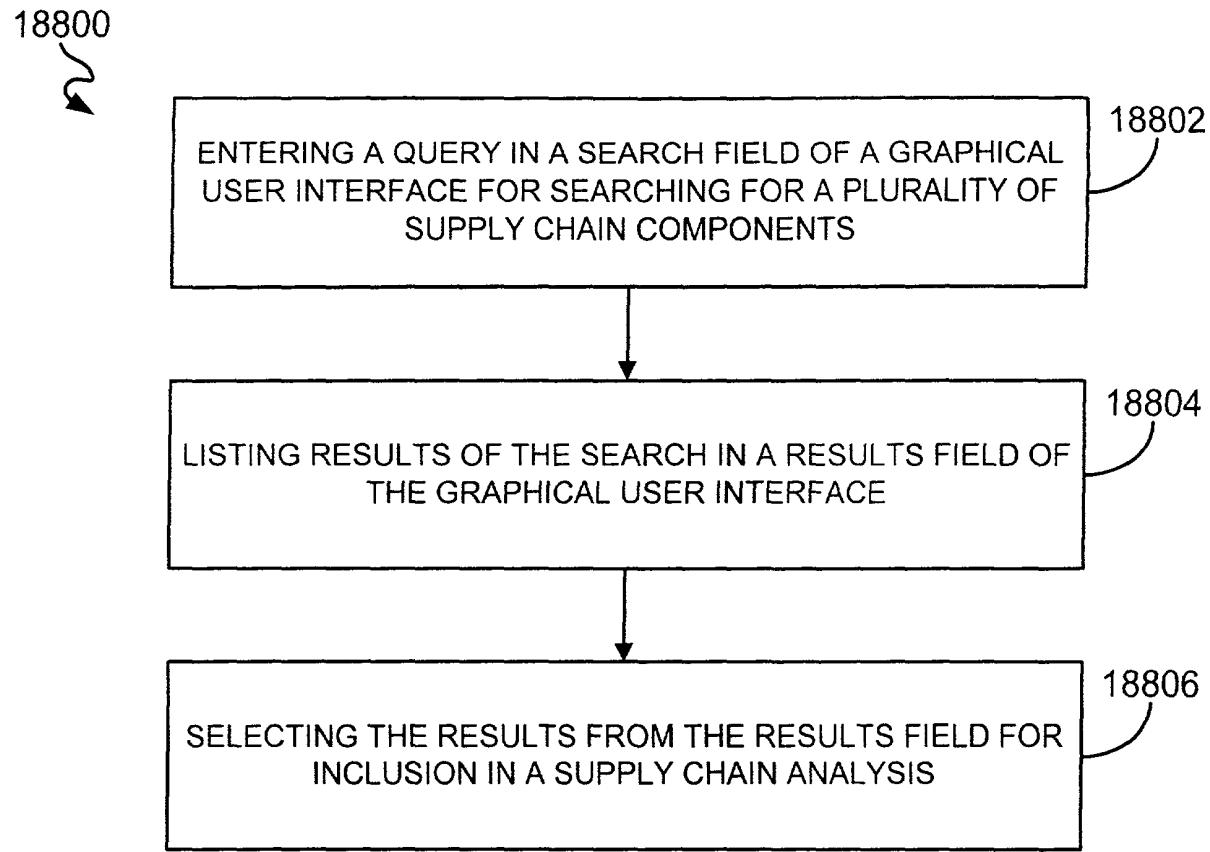


FIG. 188

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS,LTD-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC-OHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

T0202020 "252-977-860

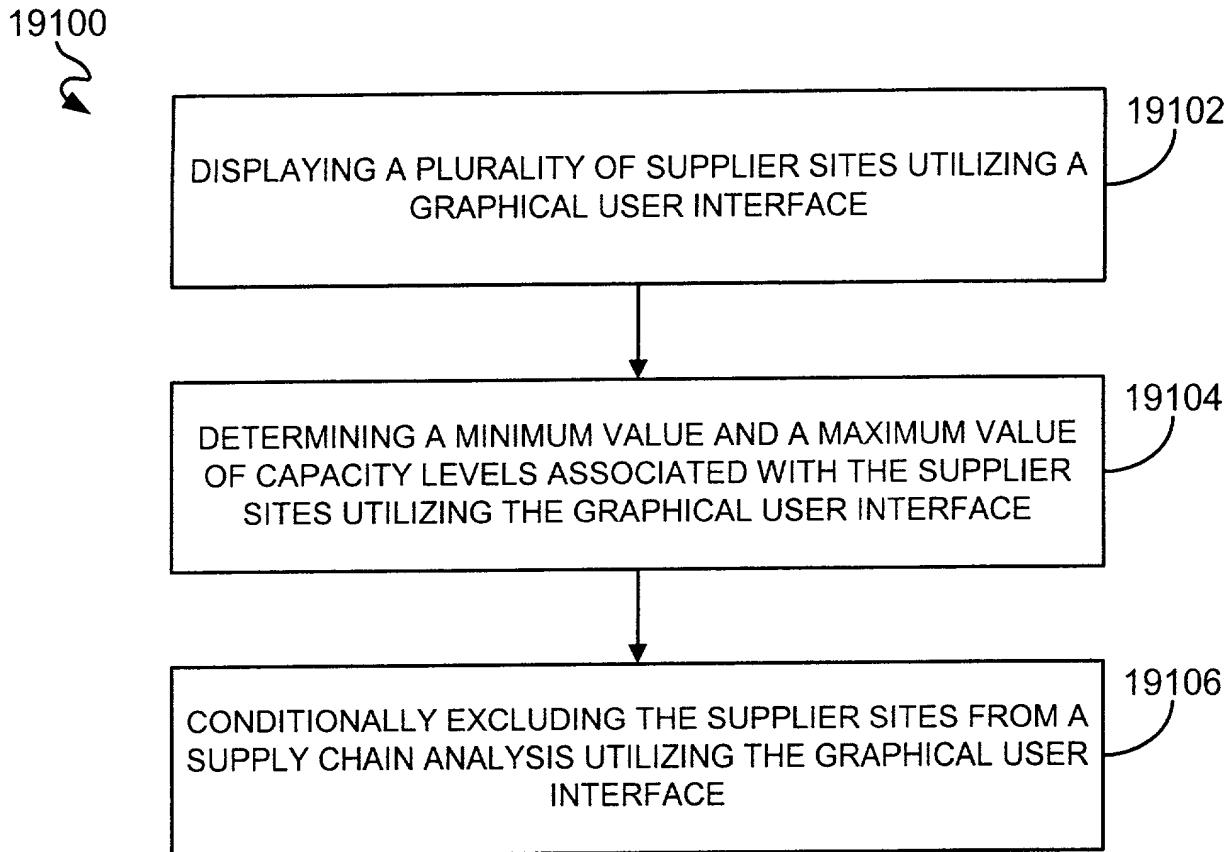


FIG. 191

7 0 9 0 2 0 * 8 5 5 0 9 7 8 6 0

19200
↙

Supplier	#	Volume	↑	↓
HUDSON INDUSTRIES	0			
INTERNATIONAL DIVERSEFOODS	0			
SUPERIOR COFFEE & FOODS	0			

Supplier FOB	Item	Cont FOB	#	Volume	↑	↓
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0			
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9 2300	0			

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 4800	1	

FIG. 194

19500



Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKEEHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19600
19602
19604
19606

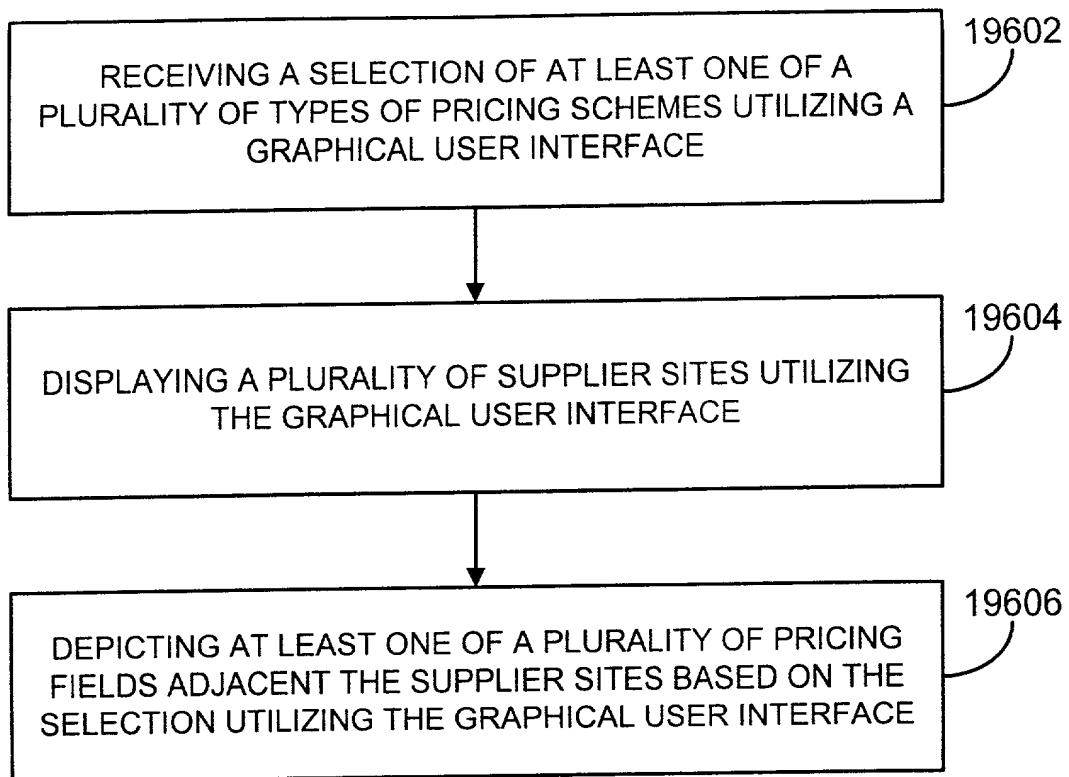


FIG. 196

19700



Total Rest. Growth Amount		Usage Period
5 00%	~ 19702	09/01/97 to 06/31/98
Distribution Center	Current Rest. Count	Restaurant Growth %
AMERISERVEPOST-ALBUQUERQUE	27	5.00%
AMERISERVEPOST-DENVER	35	5.00%
AMERISERVEPOST-SALT LAKE,UT	2	5.00%
AMERISERVE-OMAHA,NE	166	5.00%
		Projected Avg. Rest. Count
		28
		37
		2
		174

FIG. 197

19800



Item	Item Growth %	Usage Period
CHICKEN-PATTY	.0.00	
Distribution Center	Previous Usage	Projected Rest. Count
AMER-OMAMA	44,035	166
AMER-PLYMOUTH	37,141	177
AMER-MILWAUK	38,520	188
	Covg. Factor	Avg. # RM
	98.49%	24.12
	100.00%	18.30
	100.00%	19.02
	DC/Item Growth	Projected Usage
	4.00%	49,205
	5.00%	40,823
	0.00%	42,909

FIG. 198

4.0 3.9 3.8 3.7 3.6 3.5

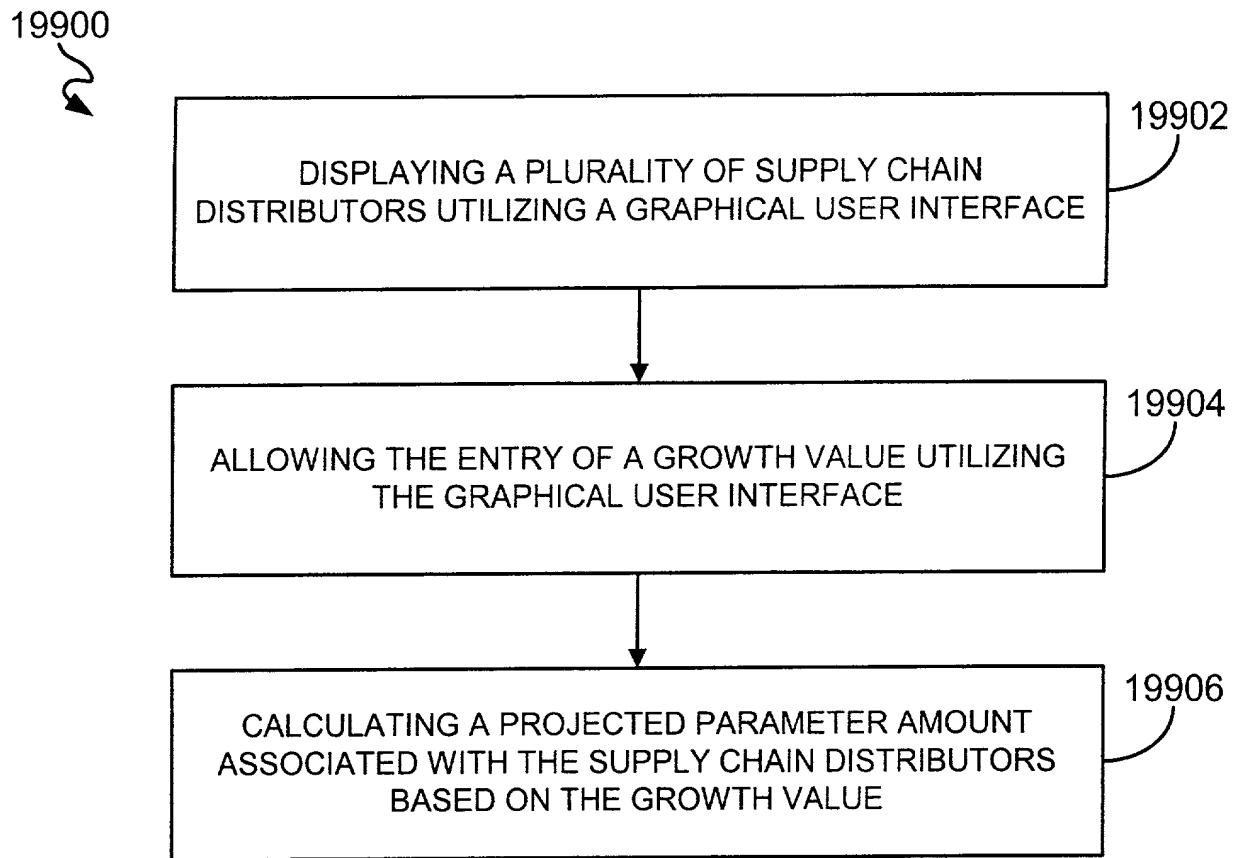


FIG. 199

20000

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211

Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	[]
AMERISERVE\POST-DENVER	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	[]
AMERISERVE\POST-SALT LAKE UT	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	[]
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	[]
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	[]

20002

FIG. 200

20100

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211

Distribution Center	Lane Restriction
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE\POST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

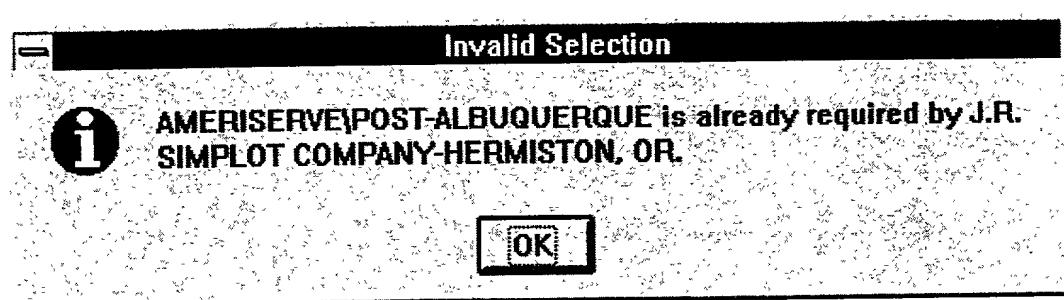


FIG. 202

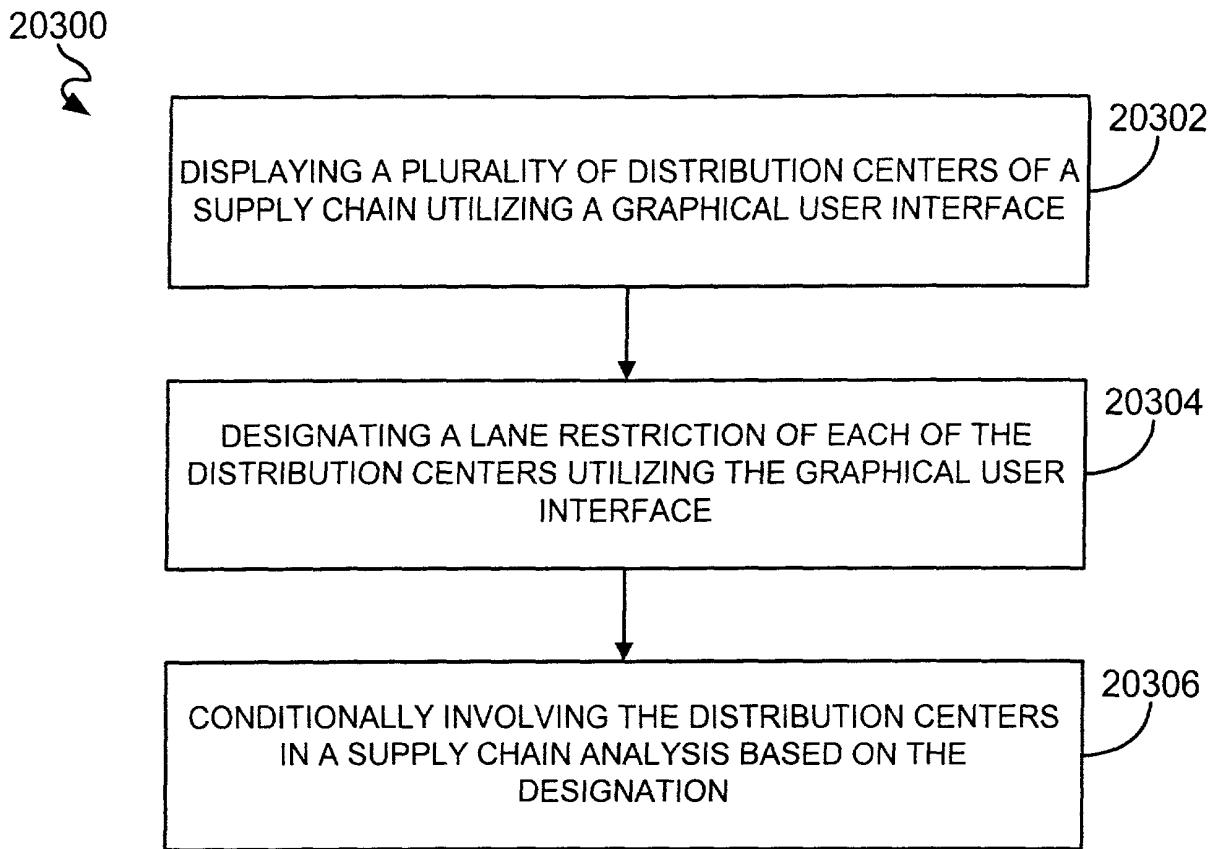


FIG. 203

20400



Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1ABX4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVE/POST-ALBUQUERQUE	1,617		
AMERISERVE/POST-DENVER	1,277		
AMERISERVE/POST-SALT LAKE UT	691		

FIG. 204

20500



Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FORREST AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801				
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

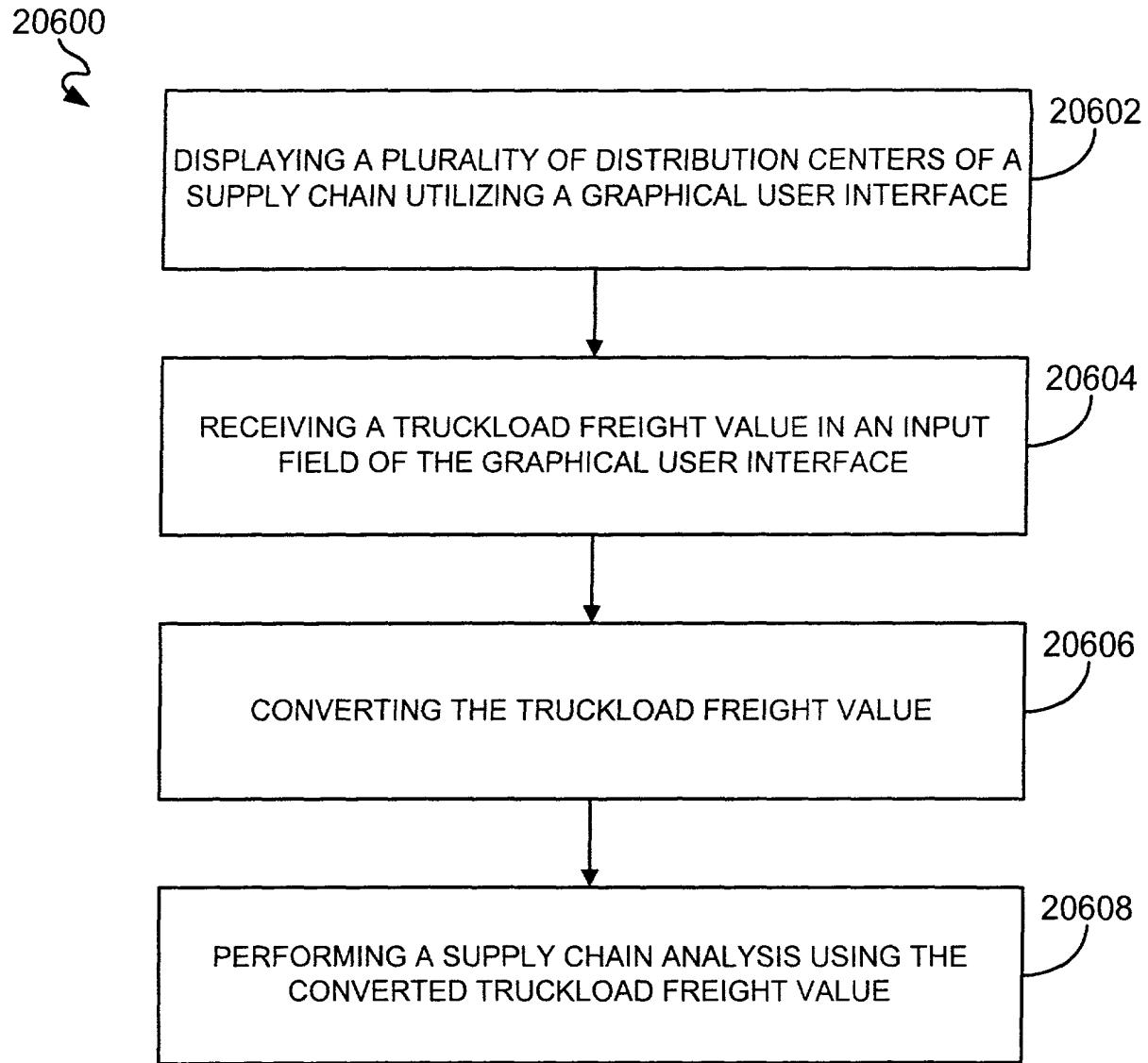


FIG. 206

20700



Analysis Region MCCABE PORTLAND/RMV-ANCHORAGE	Force FOB <input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE	Site Role Corporate & FOB Point Corporate & FOB Point

FIG. 207

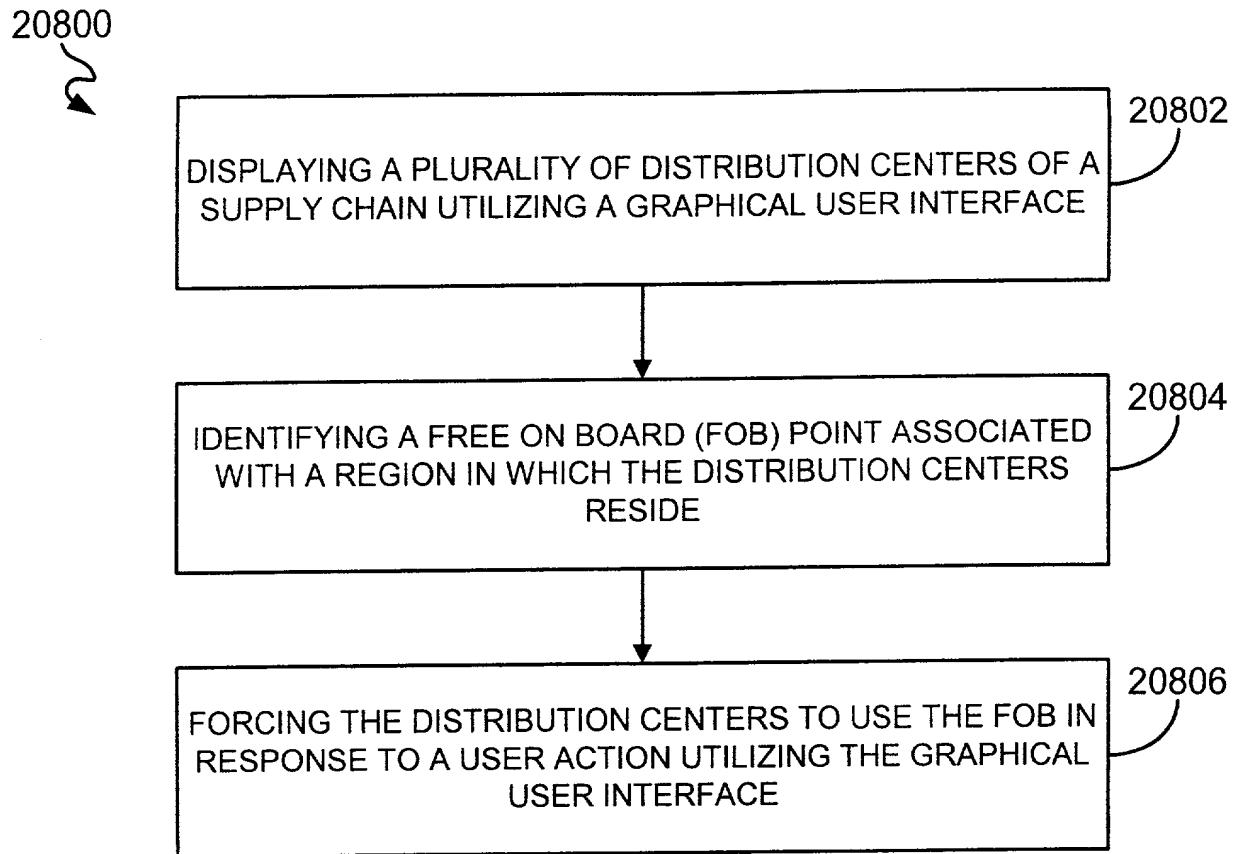


FIG. 208

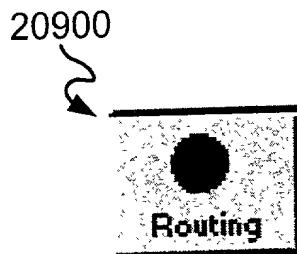


FIG. 209

21000

Report Selection

Report Type: Optimal Product Routing

Report Parameters:

- Supplier: (All)
- Supplier FOB: (All)
- Distribution Center: (All)

Report Name:

- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

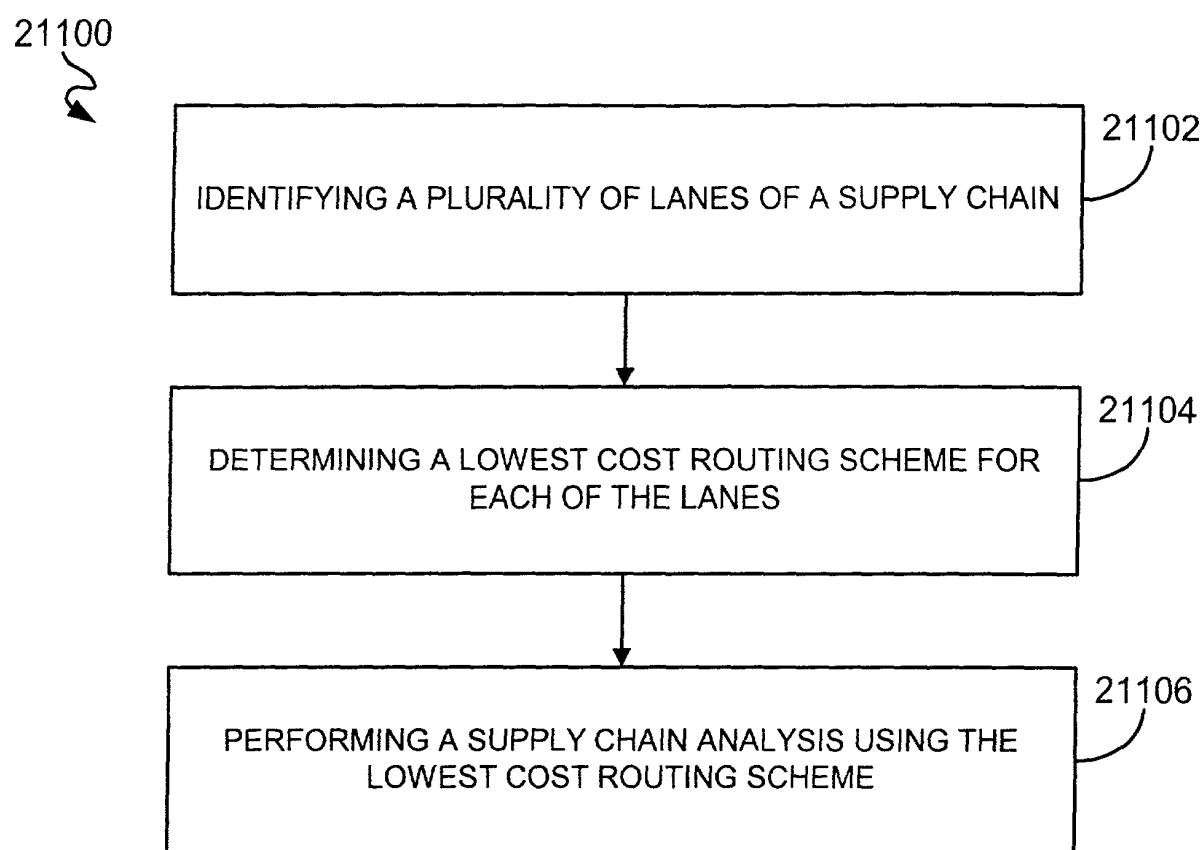


FIG. 211

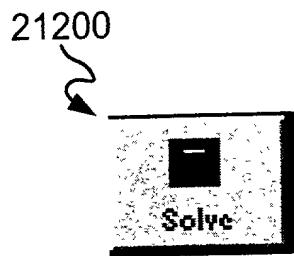


FIG. 212

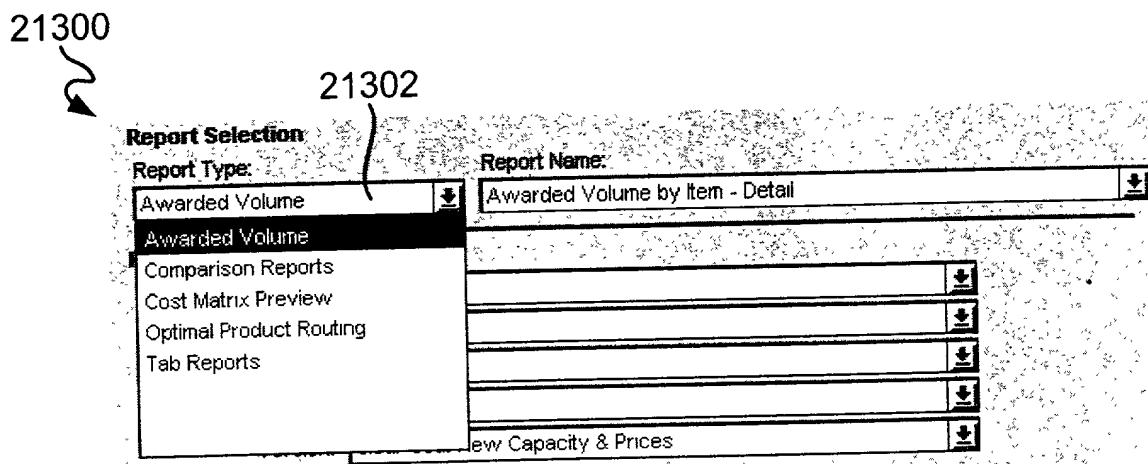


FIG. 213

21400
Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes No

FIG. 218

21900



FIG. 219

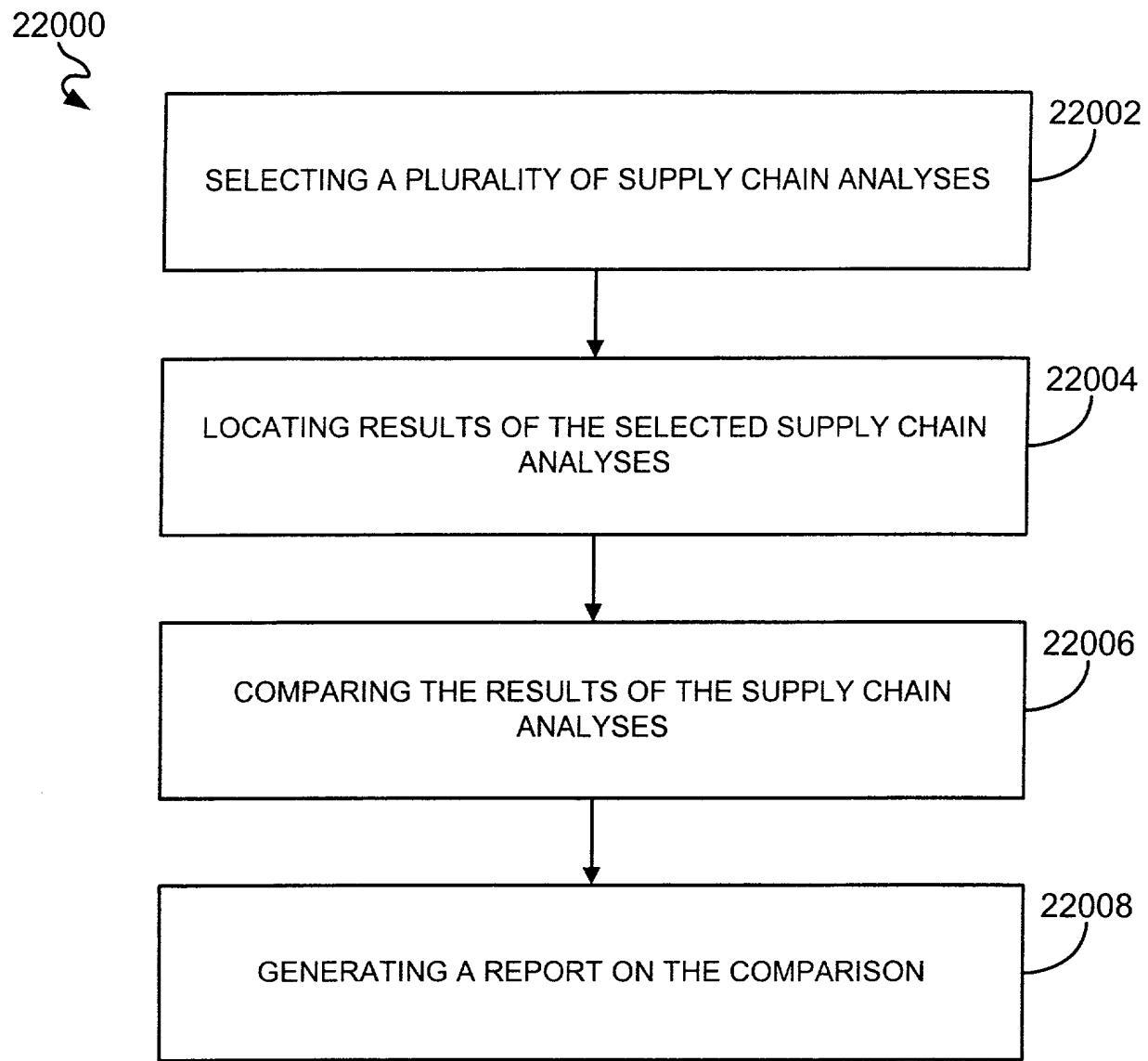


FIG. 220

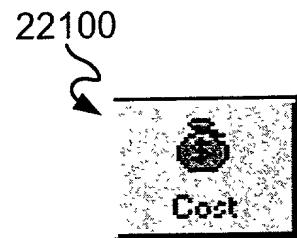


FIG. 221

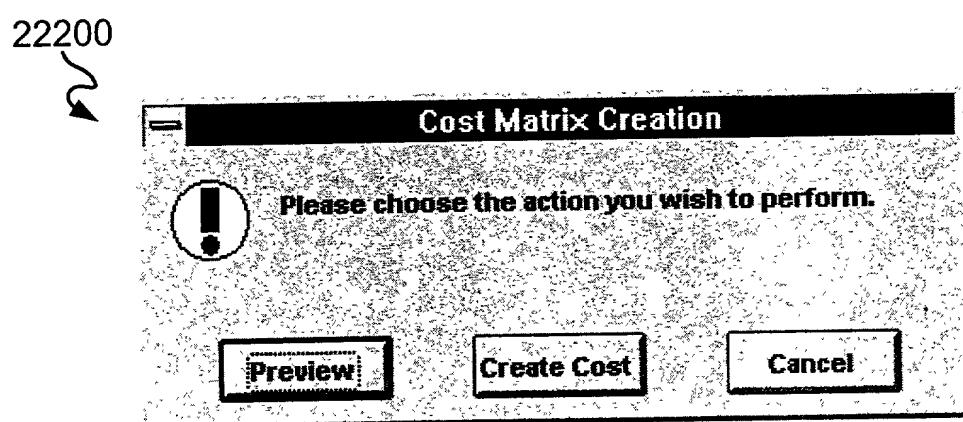


FIG. 222

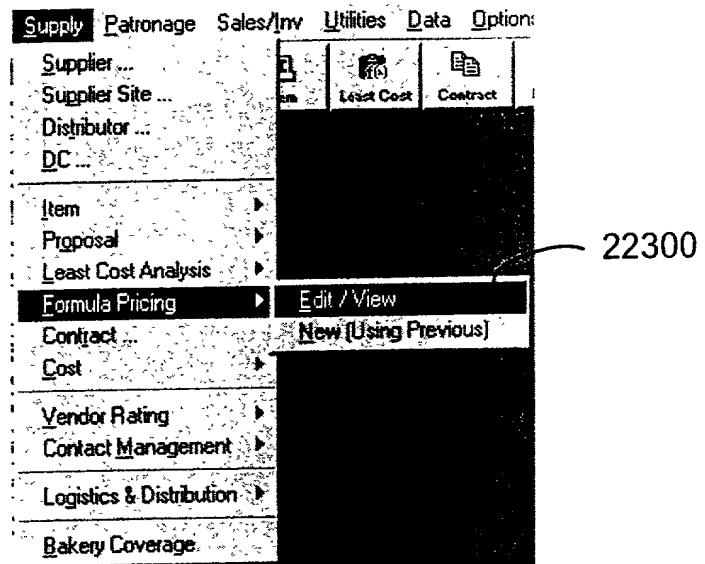


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
Pricing ID:	12				
Description:	Beef Pricing 04/06/01				
Item:	BEEF - 77%				
Raw Material Pricing Date:	04/06/01	From:	03/23/01	To:	04/03/01
Cost Matrix Begin Date:	03/15/01	End Date:	03/28/01		
FOB Adjustment Amount:	0 0000				

FIG. 224

22500

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% LEAN	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN BL	FRSH DOM 90% LEAN VW	FRSH DOM 90% LEAN BL	FRZN DOM 90% LEAN VW	BMP AUS 90% LEAH	Lean Fine Titr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600
03/25/98	0.8800	0.9150	0.8957	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650
03/31/98	0.8860	0.9160	0.9539	0.9600	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0600	1.0950	1.1210	0.9572	0.9659

FIG. 225

22600

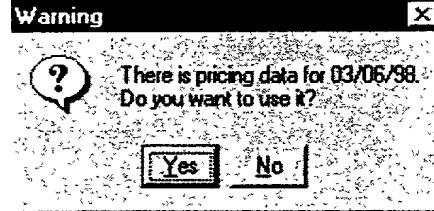


FIG. 226

22700

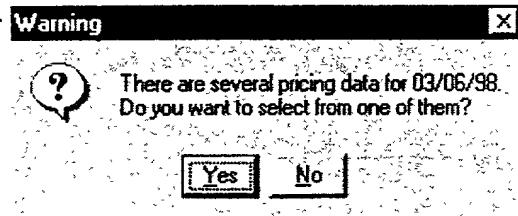


FIG. 227

22800

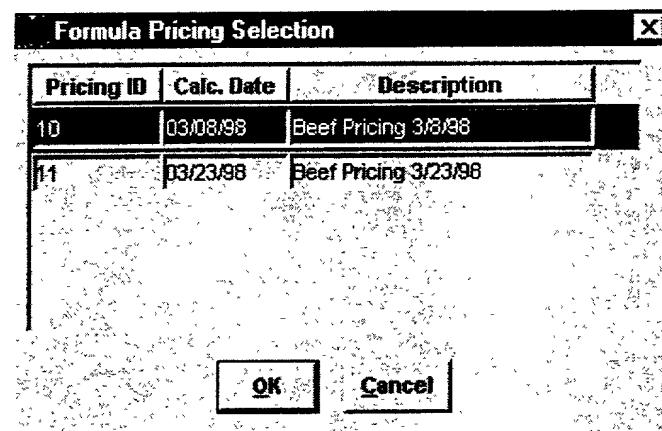


FIG. 228

22900

The dialog box is titled "Formula Pricing - BEEF - 77% - 04/06/98". It has tabs for "General Info", "Pricing", "Freight", "Formulas", "Block Cost", and "Adjustments". The "Freight" tab is selected. It shows a table with two sections: "Supplier FOB" and "Address".

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Below is a table of "Material Type" and "Freight Amt".

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula	FD68TR		FD65TR		FD73TC		FD88LC		FD85LN		FD90LC		FD84SLN		LFTB		Total
	Pct.	Cost	Pct.	Cost	Pct.	Cost											
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9846
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9886
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9884
TEX-1	0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WH-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4875	0.5185	0.1000	0.0986	0.1000	0.0890	1.0018

FIG. 230

23100

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.98	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.98	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

23400

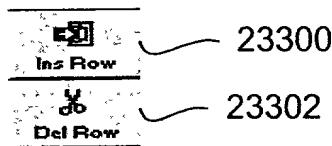


FIG. 233

FIG. 234

23500

Formula Maintenance

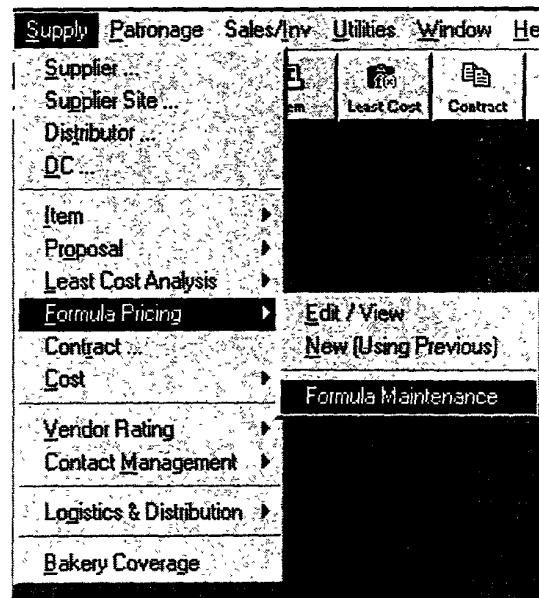
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235



23600

FIG. 236